Gartner
IT Infrastructure
Operations & Data Center
Summit 2014

12 – 13 May | Mumbai, India | gartner.com/in/datacenter

Take Charge, Lead Change:
Your Infrastructure Transformation
Can’t Wait

HOT TOPICS
I&O Cost Optimization
BYOD and Mobile Device Management
Consolidating IT Operations Tools and Technology
Information/Data Security
Cloud Computing and Virtualization
IT Leadership in the Digital Era

GARTNER PREDICTS
By 2016, 60% of new data centers will be 40% smaller, while supporting 300% more workload.

SAVE INR 5,500
Register using discount code EBDCDM2 by 14 March 2014
gartner.com/in/datacenter
Indian businesses are investing in the convergence of four forces — mobile, social, big data and cloud — which is bringing shifts in the traditional business models and IT architectures.

I&O leaders stand at the center of it all, challenged to ensure a stable enterprise infrastructure while supporting the agility required acting on new business opportunities. For many, the move toward an “Intelligent Data Center”, capable of synthesizing an explosion of digital information, will enter the strategic mix, positioning I&O as a key contributor to business value and competitive advantage. Decision-makers will learn new ways to capitalize the forces of IT change, and proactively lead the way to I&O transformation.

The summit will provide IT and I&O leaders a balanced and pragmatic view of leading this change with a focus on cost optimization by providing thought provoking insights into various ways of modernizing the data center.

Naveen Mishra  
Research Director, Gartner

Karthik Cariappa  
Senior Program Manager, Gartner Events
Why Attend

- How can I&O be an indispensable partner as your enterprise is going digital.
- Ensure that your investment strategies are not driven by vendor self-interests
- Define, implement and police enterprise architectural standards
- Manage the ongoing investment — or migration — of legacy technology
- How to build an I&O Vision, Strategy and Governance framework
- Evaluate and control the position of private, public and hybrid cloud
- Manage big data before it manages you
- How will IT services and operations management tools and processes evolve?

What’s New?

Objective insight from newly published proprietary Gartner research

In a do-more-with-less business atmosphere, it’s crucial to have a clear picture of how viable infrastructure and operations products and services really are — and how long they’re going to stay that way.

At 2014 summit, you’ll find dozens of sessions that thoroughly evaluate I&O vendors and technologies based on metrics developed and applied by the Gartner analyst team, including:

- **Mobile** — managing demands for anywhere-anytime mobile across the enterprise
- **Evolution of networking** in a software defined world
- **Nexus of Forces** — Cloud, Mobile, Social and Information — new challenges and opportunities within I&O
- **Cost optimization** — How to increase existing quality of process without increasing cost
- **Implementing an effective operations strategy** based on the emerging DevOps philosophy
- **Institutionalise a global BCM program** to manage all risks to business operations
- **Big data and beyond** — evolution of information management beyond big data

Who should attend

Senior IT Leaders will be attending the Data Center Summit with roles equivalent to Head/VP/Manager/Director/Planner of:

- Data Center Management
- IT Operations
- IT Infrastructure
- Quality Management
- Service Management
- Communications/Networking
- Mobility Management
- Application Management
- Facilities Management
- Procurement and Vendor Management
- Business Continuity and Disaster Recovery
- Enterprise and IT Architecture

Keynotes

**Gartner Opening Keynote: The Intelligent Data Center — What Will Unfold Over the Next Five Years**

The Data Center’s role within the enterprise is evolving rapidly. No longer just the guardian of legacy applications, future Data Centers will be the lynchpin for enterprise agility and the benchmark of IT efficiency. This will not be done by repeating past mistakes, but by taking advantage of new opportunities in mobile, massive data, cloud services and innovative technologies, designs and operational models. This presentation will look at the data center of the future, and outline the steps to get there.

Rakesh Kumar and Naveen Mishra

**Gartner Closing Keynote: Leading in a Digital World**

The evolving ‘digital world’ will significantly impact various industries, the technology and vendor landscape and the role of IT within the enterprise. We look at the steps IT leaders need to take to prepare for the coming ‘digital tsunami’. The well-prepared will be able to create competitive advantage while those that miss key trends or act late will likely find their market position increasingly under threat.

Partha Iyengar
## Agenda at a Glance

### Monday, 12 May 2014

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>07:30</td>
<td>Registration</td>
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<tr>
<td>08:00 – 08:30</td>
<td>Tutorial: Prioritizing Infrastructure Investment Strategy Through Gartner’s IT Market Clocks</td>
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<td>Andrew Butler</td>
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<tr>
<td>08:30 – 09:00</td>
<td>Tutorial: hype Cycle and Market Clock for IT Operations</td>
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<td>Jeffrey Brooks</td>
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<td>09:00 – 09:15</td>
<td>Welcome Presentation</td>
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<td>Naveen Mishra</td>
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<td>09:15 – 10:00</td>
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<td>Rakesh Kumar and Naveen Mishra</td>
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<td>10:00 – 10:30</td>
<td>Industry Panel Session</td>
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<td>Moderator: Milind Govekar</td>
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<tr>
<td>10:30 – 11:00</td>
<td>Refreshment Break in the Solution Showcase</td>
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### TRACK A
**Enabling Business Growth with a Digital Strategy**

- **11:00 – 11:45** Critical Success Factors for a Digital Strategy
  - Partha Iyengar

### TRACK B
**Driving the Technology Revolution**

- **12:00 – 12:45** Web-scale IT: Bringing the Cloud to the Enterprise
  - Cameron Haight

### TRACK C
**Creating a Business-Relevant IT Operations**

- **13:15 – 14:15** To the Point: Infrastructure Outsourcing: How to Adapt to Emerging Outsourcing Models
  - Tom Scholtz

### WORKSHOPS
**Interactive Sessions**

- **11:00 – 12:45** Selecting Your IT Risk Assessment Methods and Tools
  - Leif-Olof Wallin

## Tuesday, 13 May 2014

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<tr>
<td>09:00 – 09:45</td>
<td>CIO Power House</td>
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<td>To the Point: How the Nexus of Technologies is Moving Business Continuity Management Into the</td>
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<td>C-Suite</td>
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<td>Tom Scholtz</td>
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<td>11:00 – 11:30</td>
<td>Solution Provider Sessions</td>
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<td>Data Center Outsourcing, Hosting or Cloud: Use the Market Map 3D to Decide</td>
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<td>Arup Roy</td>
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<td>12:30 – 13:30</td>
<td>Lunch Break in the Solution Showcase</td>
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### TRACK A
**Enabling Business Growth with a Digital Strategy**

- **13:15 – 14:15** To the Point: Infrastructure Outsourcing: How to Adapt to Emerging Outsourcing Models
  - Tom Scholtz

### TRACK B
**Creating a Business-Relevant IT Operations**

- **13:45 – 14:15** To the Point: Information 2020: Big Data and Beyond
  - Aman Munglani

### TRACK C
**Driving the Technology Revolution**

- **14:30 – 15:15** Top 7 IT Projects That Will Increase I&O Costs
  - Milind Govekar and Andrew Butler

### WORKSHOPS
**Interactive Sessions**

- **11:00 – 12:45** Selecting Your IT Risk Assessment Methods and Tools
  - Leif-Olof Wallin

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**Gartner IT Infrastructure Operations & Data Center Summit 2014**

**Agenda correct as of 6 January 2014**
**Tracks**

**A. Enabling Business Growth with a Digital Strategy**
This track is designed to provide strategic guidance to IT leadership in the new digital era. I/O leaders are expected to innovate and collaborate actively with different business leaders. The economics of data centers continue to evolve as enterprises embrace disruptive technologies. Key issues such as digital strategy framework, areas of IT innovation, business value of IT, changing IT leadership style will be discussed.

**B. Driving the Technology Revolution**
Mobility, Big Data and Cloud appear amongst the top CIO priority for 2014 in India. This track addresses the challenges faced by I/O leaders as they plan to invest in core infrastructure technologies to achieve these IT priorities. Challenges such as demonstrating ROI, data security and privacy, mobile device management are common issues faced by Indian enterprises. Emerging technology options such as software defined networking; integrated systems in the context of creating a next generation data center will be discussed.

**C. Creating a Business-Relevant IT Operations**
This track focuses on bringing strategic focus to operations. IT operations landscape is constantly challenged with the adoption of disruptive technologies such as cloud and mobile, which further highlight the business need to optimize operational cost. Issues such as cost optimization, emerging IT governance models, balancing agility and risk, ITSM and ITOM technologies, impact on people and processes will be discussed.
Meet the Analysts

Tapati Bandopadhyay
Principal Research Analyst
ITIL and process improvement; infrastructure and operations leaders; data center modernization and consolidation; IT and operational technology alignment; virtualization

Jeffrey Brooks
Research Director
ITIL and process improvement; infrastructure and operations leaders

Andrew Butler
VP Distinguished Analyst
Data center modernization and consolidation; virtualization

Milind Govekar
Managing VP
Cloud computing; ITIL and process improvement; IT cost optimization; virtualization; infrastructure and operations leaders

Cameron Haight
Research VP
IT strategic planning; innovation management; cloud computing; ITIL and process improvement; infrastructure and operations leaders

Partha Iyengar
VP Distinguished Analyst
IT strategic planning; shared services; business value of IT; competitive advantage and business transformation

Rakesh Kumar
Research VP
Data center modernization and consolidation; IT cost optimization; virtualization; cloud computing; IT strategic planning

Biswajeet Mahapatra
Research Director
ITIL and process improvement; IT cost optimization; virtualization; cloud computing; business value of IT

Naveen Mishra
Research Director
Data center modernization and consolidation; cloud computing; virtualization; new market opportunities; market and competitive intelligence management

Aman Munglani
Research Director
Data center modernization and consolidation; virtualization; cloud computing; market and competitive intelligence management; new market opportunities

Asheesh Raina
Principal Research Analyst
Application development; emerging marketing trends; positioning and messaging; go-to-market planning; new market opportunities

Arup Roy
Research Director
Outsourcing deals; go-to-market planning

Tom Scholtz
VP and Gartner Fellow
Information security program management; risk management; business continuity management; IT governance; information security technology and services

Naresh Singh
Principal Research Analyst
Data center modernization and consolidation; virtualization; market and competitive intelligence management; product strategy; new market opportunities

Leif-Olof Wallin
Research VP
Mobile enterprise strategy; unified communications and collaboration; negotiating software contracts

Analyst One-on-One Sessions

Meeting face-to-face with a Gartner analyst is one of the key benefits of attending a Gartner Summit. Personalize your 30-minute private appointment to discuss your specific issue and walk away with invaluable, tailor made advice.
Interactive Sessions

Workshops

Selecting Your IT Risk Assessment Methods and Tools
Tom Scholtz

Creating a Mobile Enterprise Strategy Outline
Leif-Olof Wallin

Best Practices of Data Center Consolidation
Naveen Mishra and Asheesh Raina

Best Practices in Deploying HVDs — Lessons Learned From the Field
Leif-Olof Wallin and Naresh Singh

Getting the Most out of Your Infrastructure Outsourcing Contract
Arup Roy and Aman Munglani

CUDA: Best Practices of IT Service Strategy and Business Value Communication
Milind Govekar and Tapati Bandopadhyay

Roundtables

Best Practices for the IT Service Desk
Jeffrey Brooks

Creating a Reliable Disaster Recovery Plan
Rakesh Kumar

Managing Virtualization and Cloud Deployments: Emerging Methods and Tools in India
Cameron Haight

Best Practices of Managing Storage Growth in Indian Enterprises
Aman Munglani

Creating Business Case for Cloud Investments
Biswajeet Mahapatra and Asheesh Raina

HANA and Hadoop: Workload Demands on Infrastructure
Andrew Butler

How Should I&O Leaders Align With the 2014 CIO Priorities?
Partha Iyengar

Agenda Guidance

To help you navigate the summit agenda, we’ve identified track sessions that match your experience level and information needs. Specific categories include:

Maturity Level:
- Foundational: If you are at the early stages of your initiative, or are a newcomer to this space, these sessions will give you the necessary understanding and first steps.
- Advanced: If you are an advanced practitioner, these sessions are designed to take your initiative, or understanding, to the next level.

Focus:
- Tactical: Sessions providing tactical information that can be used straight away, with a focus on “how to”, dos and don’ts, and best practices.
- Strategic: Sessions focusing on the strategic insight supporting the development and implementation of your action plan.
- Visionary: Sessions focusing on emerging trends, concepts, or technologies that will help you with your future planning and decisions.

Perspective:
- Business: Sessions geared toward business leaders, or IT professionals who need to understand the challenges and opportunities from a business, organizational, or cultural perspective.
- Technology: Sessions that address technical concepts, details, and analysis.

Virtual Tracks:
- Alumni
- Cloud Computing
- Cost Optimization
- Leadership
- Mobility

New End User Networking Sessions

These sessions give attendees a chance to meet with others with similar issues and challenges: BFSI, Cost Optimization and Vendor Management.

Advisory Board

- Kadhir Kanniyappan, Head, Asset Management Technology Services Organization, Fidelity
- T T Thomas, Chief of Technology, NATGRID
- Viresh Shah, IT Country Head at Dana Holding Corporation
- Devdatta Roy, Senior Vice President, IT Infrastructure, Tata Capital Limited
- Manoj Pradhan, Head IT Infrastructure, Pernod Ricard, India
- Shane O’Neil, Director, Global IT Infrastructure Services, Tesco

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Track A: Enabling Business Growth with a Digital Strategy

Critical Success Factors for a Digital Strategy
As enterprises prepare for an increasingly digital world, IT leaders have an opportunity to lead the charge and establish business credentials within their enterprise. Doing so will require mastery of a number of critical factors that need to be collectively addressed for enterprise success.
- How do you leverage the ‘Nexus of Forces’ to prepare for digital business?
- What is ‘Digital Strategy’ and how does it relate to ‘IT Strategy’?
- What are the emerging technologies and competencies that will drive digital business?

Partha Iyengar

Web-scale IT: Bringing the Cloud to the Enterprise
Large cloud services providers such as Amazon, Google, Netflix and others are able to operate at a speed and scale usually not found in a traditional enterprise. Gartner coined the term Web-scale IT to put a label to the concept of the way that enterprises both large and small can emulate many of the IT service delivery capabilities of the leading cloud firms. In this presentation, we review the concept of Web-scale IT and discuss the ramifications for the industry.
- What are the concept embedded within Web-scale IT?
- What will be the impact of Web-scale IT on the IT industry (i.e., winners and losers)?
- How (and where) can enterprises implement Web-scale IT within their organizations?

Cameron Haight

To the Point: Infrastructure Outsourcing: How to Adapt to Emerging Outsourcing Models During Vendor Evaluation and Selection
The IT outsourcing services that you buy are rapidly and continuously changing, and how you buy them is continuously changing, too. Offerings are shifting from long-established custom outsourcing to utility “as a service” models. Likewise deal mechanics are also changing in terms of how they are bundled and priced. Therefore, you need to adjust how you evaluate, select and contract for and with service providers.
- What are new approaches in Infrastructure outsourcing models?
- How do you select the right solution?
- How to select the right contractual option

Arup Roy

Transform Your Security Programme From Control Centric to People Centric
The traditional “control” mindset of information security cannot keep pace with technological and behavioural change, resulting in policies and technologies that cause frustration and impede agility. A new approach is required, one that recognizes how the relationships between IT, the business and individuals have been transformed irrevocably.
- Why are the status quo approaches to information security untenable?
- Does a less controls-intensive, more people-centric strategy make sense?

Tom Scholtz

Top 7 IT Projects That Will Increase I&O Costs
I&O Leaders need to prepare for technologies that have the potential to increase software costs. We look at the cost impact of cloud, big data, mobility & BYOD, vendor switching, DevOps, complexity and automation. These are all important and compelling trends and market influences that will are invading the data center. But we will demonstrate how they potentially increase costs, so that I&O Leaders can take action now.
- What are the key trends that will impact I&O costs and how?
- How can IT leaders mitigate some of these risks and contain costs effectively?

Miliid Govekar and Andrew Butler

To the Point: Best Practices of Data Center Design and Optimization
Much has changed in the last five years in data center design, costs, and efficiencies. Many new trends will impact how data centers are built, how they are retrofitted, and power, cooling and floor space are optimized.
- What are the emerging trends in data center design?
- What are the trends in improving existing data centers?
- What are vendors doing and how will products impact capacity and scalability?

Rakesh Kumar

Data Center Outsourcing, Hosting or Cloud: Use the Market Map 3D to Decide
The $120B Data Center Managed Services Market is in the middle of a frantic transformation that will drastically improve key business indicators of data center service provision: volumes to the roof, price points to the floor. Understand what the external market options looks like and plan for your new hybrid data center strategy.
- How is industrialization affecting the delivery and the economics of DC services?
- What is the DC Service Market structure and its dynamics and offerings?
- How to select the right providers?

Arup Roy

To the Point: How the Nexus of Technologies is Moving Business Continuity Management Into the C-Suite?
There are a number of technologies that are making BCM a C-Suite topic because they provide management with an entirely new and complete picture of their organization.
- What is the nexus of technologies that will move BCM to the C-Suite?
- How can these technologies be used to expand and improve business and operational resilience

Tom Scholtz

Biswaajet Mahapatra

Gartner IT Infrastructure Operations & Data Center Summit 2014
Smartphones and Tablets in the Enterprise — Trends, Directions and Strategies

Many organizations have moved to a multi platform Smartphone strategy in addition to supporting BYOD (Bring Your Own Device). Successful enterprises and organizations need to put a strategy in place to cope with these new imperatives

- What will be the key mobile and wireless technology and market trends through 2016?
- How will corporations choose and use mobile technology, services, and tools to support customers and employees?

Leif-Olof Wallin

Aligning the Network to Your “New” Data Center

As the lines between servers, storage and networking continue to blur, how should enterprises identify which vendors have the most compelling data center solutions to support the virtualized data center, where networking, compute and storage are just large resource pools.

Naresh Singh

To the Point: The Mobile Effect: Data Center Impact of Mobility

Ubiquitous, always-on connectivity changes the way people interact with business systems. This change directly impacts the data center with increased data volumes, demand for reduced latency, and the need to expose ever more back-end systems to the internet. Learn to predict the impact of new mobile apps on your systems and how to protect them.

- How can data centers support the increase in data volumes associated with mobile apps?

Asheesh Raina

The Five-Year Storage Scenario: Why Storage in 2018 Won’t Look Like What’s on the Floor Today

Storage is the last holdout from extreme external pricing pressures, but that must change — and quickly. The issue of cost, growth and service availability all have an extreme impact on storage spending, management and Quality of Service (QoS). Data center transformation initiatives require storage agility and extensibility; however, without proper planning, storage become the bottleneck.

- What will influence and change storage?
- What innovations in the storage industry can I expect and what technologies and vendors will win and lose?
- Which strategies and best practices can I use today to plan for a better storage practice in 2018?

Aman Munglani

Hybrid Cloud Computing: Chaos or Governance

Hybrid cloud computing could be implemented in a chaotic mode — a free for all, breaking down the very heart of shared IT services and the governance, risk, compliance and service levels that come with it. Or, it can be more strategic — implementing and enforcing enterprise policies that preserve the value of I&O while freeing resources to foster innovation. We show you how to get there and how your ITOM architecture must change in the process.

- Why is private cloud failing to achieve enterprise expectations?
- What technologies are critical in achieving hybrid cloud computing?
- What best practices and critical success factors are necessary to implement hybrid cloud computing?

Biswajeet Mahapatra

Server Scenario: Big Changes Ahead in Infrastructure

The combined forces of cloud, mobility, social and information are set to transform the industry, creating massive flux across the spectrum of infrastructure and operations. As buying behavior evolves, the server market finds itself being torn in two — with the need to maintain the commitment in legacy workloads, while investing heavily in new generation workloads and radical new technology concepts. We examine the various scenarios for server market evolution, from the perspectives of both technology buyers and the vendor community.

- What changes in server technology will occur?
- How will server vendors change?
- What are best practices to deal with the evolving server market?

Andrew Butler

To the Point: Dual Mobile Persona Solutions — What’s this all about?

Session Description: Organizations are increasingly reviewing dual persona solutions as a way to separate corporate and personal data on mobile devices. This presentation looks at the different options and how to plan for a dual persona solution implementation.

Leif-Olof Wallin
Tracks — Session details and key learnings

**Track C: Creating a Business-Relevant IT Operations**

The Transformative Power of Infrastructure and Operations

IT has incredible transformative power when properly harnessed. We have seen IT improve business unit operational efficiency, increase overall corporate profits, and even transform entire industries. But does infrastructure and operations (I&O) hold that same power? To us, the question isn’t if your I&O team can become agile enough to drive business value and innovation — the question is actually how big of a transformation can your I&O team enable in your organization? Learn how other I&O teams have taken this journey and how you can start yours.

- What are the transformative Power of I/O?
- How to transform I/O into a business powerhouse?
- What have few mature I/O teams have done towards the transformation?

Milind Govekar

Understand Business Value Dashboards

Demonstrating infrastructure and operations business value is critical to growing investments, yet remains a challenge for most I&O leaders. Business value dashboard (BVD) success requires an alternative approach to traditional performance and productivity metrics reporting. BVDs hold liberating promise for I&O teams willing to break down faulty assumptions and take pragmatic steps to start clearly demonstrating their positive impact on business priorities.

- Why do I need BVDs?
- What is a BVD?
- How do I create a BVD?

Jeff Brooks

To the Point: How to Build a Strong IT Financial Management Practice in I&O

How do you publish a balance sheet on IT services? Business users know that high service levels don’t come for free. IT needs to track different IT service consumption patterns by different LOBs and functions. If that data becomes credible and transparent, resistance to chargeback will likely come down, as “I don’t have to pay for what my neighbor consumed”.

- Why is IT financial management necessary?
- What are the steps and building blocks?
- What actions you must plan?

Tapati Bandopadhyay

Changing Economics of Data Center: How to Run a Financially Efficient Data Center

Most organizations are under severe financial pressure. IT managers must become financial experts and design and operate financially efficient data centers. This presentation will show you how to measure the economic value of your data center, control costs, optimize power and cooling and allocate budgets for new projects especially in a hybrid cloud world.

- How will the global economic situation shape tomorrow’s data center?
- How do you measure its economic value?
- What best practices improve the economic and financial value of your data center services?

Rakesh Kumar

Automation: The Foundation for “The Nexus of Forces” in the Data Center

Where there is software, there is automation. However, confusion around automation continues. How do I&O leaders harness the potential of automation? This presentation defines and discusses various forms of automation and the opportunities to gain efficiencies, particularly in data centers where the “Nexus of forces” is brought to bear.

- What are the challenges automation poses?
- What role does automation technology play in the evolution of the data center?
- What best practices should organizations adopt to maximize data center automation?

Milind Govekar

Leveraging DevOps for Scale

DevOps has quite a bit of attention and yet adoption is still in its infancy. How should I plan for DevOps or should I wait? Is DevOps applicable to my entire application portfolio and infrastructure? What vendors can I trust to be innovative or will it be the same old thing with a new shade of lipstick? These and other questions will be addressed in this sober and yet inspiring presentation about DevOps.

- What is DevOps?
- How should you plan for DevOps?
- How should you build your DevOps toolchain?

Cameron Haight

To the Point: Shaping the Future of IT Operations: Towards a Business-Relevant IT Ops

As mentioned by John Kotter, Transformation is a Process not a Project, i.e. it works as a continuum, not as a collection of discreet activities. To make IT operations business-relevant, the I&O leaders will have to 1) define target-state in clear terms, 2) Do feasibility analysis, gap analysis on current-state constraints, 3) then chart out the roadmap of transformation path, not just the goal.

- What are the options ahead, for IT Ops?
- How to make IT Ops business-relevant?
- How to chart out the roadmap?

Tapati Bandopadhyay

To the Point: Best Practices for Balancing I&O Risk and Agility

Agility is a key element of disconnect and discontent between IT Ops teams and their internal customers i.e. the business users. If the right kinds of target metrics are established i.e. the right goals are set as a joint exercise between IT ops and businesses, agility can actually be used as a risk mitigation tactic.

- What’s this fight between agility and risk?
- How to turn the common foes, into the buddies?
- What actions and metrics you must target?

Tapati Bandopadhyay

To the Point: Software Defined Networking: Why and When

Software defined networking (SDN) is a possible solution to building scalable, flexible hybrid cloud data center networks. This session will net out what is hype and what is real. It will help you understand if and when these technologies will be relevant to your organization.

- What is SDN and what are the different options within the SDN world?
- How should enterprises prepare for the commercialization of SDN?
- How should enterprises plan to adopt SDN?

Naresh Singh
Solution Showcase

Develop a “shortlist” of technology providers who can meet your particular needs. We offer you exclusive access to some of the world’s leading technology and service solution providers in a variety of settings.

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Solution Showcase Networking Reception

Get to know your fellow attendees, identify who has the same issues, and make new friends and relevant connections during the networking reception.

Solution Provider Sessions

These valuable 30-minute sessions feature some of the market’s most fascinating solutions, with real life stories about those who have deployed them successfully, including their strategies, challenges and results.

Face-to-Face Sponsor Meetings

Please visit the Agenda Builder tool on the Event Website to review the most up to Sponsor listing, and request for an onsite meeting to help you advance your projects and relationships, wherever you are in the buying cycle.

Gartner Magic Quadrant Theaters

What better way to work the Solution Showcase than to arm yourself with the insight of relevant Gartner Magic Quadrants? Each of the analyst-led theater sessions on the exhibit floor will focus on a Magic Quadrant related to the I&O marketplace.

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Registration and Pricing

3 Easy Ways To Register

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Pricing

Early-bird price: INR 33,995 excl. GST (Early-bird expires on 14 March 2014)
Standard price: INR 39,650 excl. GST
Public Sector price: INR 31,725 excl. GST

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Gartner Clients
A Gartner ticket covers both days of the Summit. Contact your Account Manager or email india.events@gartner.com to register using a ticket.

Team Attendance Program:
Leverage more value across your organization

Knowledge creates the capacity for effective action. Imagine the impact on your organization when knowledge multiplies: common vision, faster responses, smarter decisions. That’s the Gartner Team Attendance effect. You’ll realize it in full when you attend a Gartner event as a group. Maximize learning by participating together in relevant sessions. Split up to cover more ground, sharing your session take-aways later. Leverage the expertise of a Gartner analyst in a private group meeting.

Team benefits
- Team meeting with a Gartner analyst (end-users only)
- Role-based agendas
- On-site team support: Work with a single point of contact for on-site team deliverables
- Complimentary registrations

Complimentary registrations
- 1 for every 3 paid registrations
- 2 for every 5 paid registrations
- 3 for every 7 paid registrations

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