

# Gartner IT Infrastructure & Operations Management Summit



2 – 3 June | Berlin, Germany  
[gartner.com/eu/iom](http://gartner.com/eu/iom)

Infrastructure & Operations represents approximately 60% of total IT spending.

These cost optimization sessions will help you get the best from the millions of dollars you invest in your Infrastructure & Operations:

The conference doesn't just focus on cost optimization, here are some of the other topics that will be discussed:

- Changing the I&O Culture
- IT Operational Excellence (ITIL, Dev ops)
- Information/Data Security
- Cloud and Virtualization Strategies
- BYOD and Mobile Device Management
- Leadership and Building an Effective I&O Team

## Why Don't Lower Prices mean Lower Costs?

IT procurement negotiations risk fixation on lower prices, when they should really focus on lowering costs.

- Cost = Quantity x Price, so when should we risk financial over commitment for better discount?
- Are quantities being counted in the right way for us to charge all costs back?

## How to Optimize Virtualized Software Costs: What the Vendors Don't Want You to Know!

Clients need to find and manage new limitations to the amount they owe, to avoid unlimited agreements or annual license fees.

- How do you limit desktop software licensing costs?
- How do you cap server software licensing costs?

## Using Gartner's Total Cost of I&O Model to cut Costs

The TCIO use economic principles to model and illustrate key principles, estimate cost savings and ferret out additional opportunities to reduce I&O costs.

- How can the TCIO model be used to reduce costs?
- How can opportunities be uncovered to reduce infrastructure and operations costs?
- Can hosting and cloud computing be used to reduce I&O costs?

## Roundtable: Controlling Storage Costs

This roundtable discusses how to control the hard storage costs of purchasing, managing and operating storage more efficiently.

## Energy Efficient, Low Cost, High Performance Data Centers, Emerging Reality or Just a Dream?

Data Center managers have always been asked to do more with less, and the pressure is increasing.

- What emerging trends are impacting data center design and operations?
- What are the critical design considerations in emerging data centers?
- What are the best practices to integrate these advances?

## IT Financial Management Tools of Trade

This session will look at the challenges of IT financial management, where to start and what tools are available to help.

- Is it time to purchase an ITFM tool?
- What types of tools are available?
- What should drive my purchase decision?

## Tell The Story of Value with Business value Dashboards

Cost pressure is lower if the business can see the value being delivered.

- Why doesn't current I&O reporting work?
- What is a Business Value Dashboard?
- How do I create an effective Business Value Dashboard

## The Art and Science of IT Service Portfolios and Catalogs

Linking the services delivered to business value statements is key to understanding the right cost optimization strategy.

- What's the purpose and value of an IT service portfolio and catalog?
- How do you go about creating an IT service portfolio and catalog?
- What does a typical service portfolio and catalog contain?

## Managing Storage Growth - Going Beyond "Adding More" ?

Success in an information-centric age means that storage teams must do more than manage capacity.

- What factors are forcing changes to traditional storage growth management?
- To control growth, what are leading organizations concentrating on in 2014?
- How can the storage team survive and thrive?

[Click here to view the full agenda](#)

