

Gartner IT Financial, Procurement & Asset Management Summit 2013



September 25 – 27 | Orlando, FL | gartner.com/us/itam

Creative Destruction: Destroy Legacy Costs, Create New Value

A Create Value Through IT Asset Management

IT asset management (ITAM) is an art of harmony, balancing a delicate equation of old and new to optimize asset, contract and service life cycles. ITAM makes the most of previous investments and ongoing expenditures. Get a better understanding of how ITAM is moving beyond reactive measuring and reporting to proactive ITAM controls as improved tools and more sophisticated service offerings accelerate the rate at which organizations move up the ITAM maturity curve.

B Make Finance Sustainable

The economic climate continues to challenge IT financial managers to improve practices, policies and structures to align IT with changing technology and business needs. Learn how IT finance must work more closely with IT and the business to develop optimal forecasting, management, analytical and reporting processes and toolsets that deliver timely and accurate financial data to drive effective management decisions.

C IT Procurement: Build Strategies to Defeat Cost Escalation

IT buyers face pressure from all directions as they negotiate acquisitions with radically new vendor pricing, deployment and financing models. Master how these newer models impact ongoing costs, and anticipate the often-hidden transitional costs of change. Get up-to-the-minute information about new major vendor offerings and contract terms, and share best practices to avoid cost traps and meet ever-changing compliance requirements.

D Destroy Barriers to Effective Vendor Management

IT vendor managers must deliver measurable business value and diminish risk to the enterprise, even in the face of increasing demand for greater program ROI and rising risk elements within the vendor base. This track provides vendor managers a fresh look at evolving, innovative practices to address these issues while advancing programs to the next level.

E Contract Negotiation Clinics

These small, hands-on workshops deliver a powerful combination of Gartner insight and peer best practices that will position you well for your next contract negotiation — or renegotiation — with strategic vendors.



TUTORIALS

Building Blocks for Success

A variety of tutorial presentations on Tuesday afternoon provides a mix of the basics of IT asset management, IT procurement, IT financial management and IT vendor management. These sessions are a must for those new to the field and for those wishing to brush up on their skills.

3 WAYS TO REGISTER

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