**AGENDA AT A GLANCE**

**IT Financial, Procurement & Asset Management Summit 2014**

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**SUNDAY, SEPTEMBER 7**

- 5:00 p.m. – 7:00 p.m. Registration
  - Orlando Lobby

- 7:00 p.m. – 9:00 a.m. Welcome Reception
  - Orlando Lobby

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**MONDAY, SEPTEMBER 8**

- 5:30 p.m. – 6:30 p.m. Fast Forward 60 Seconds or Less — Summit Sponsor Snapshots
  - Orlando Lobby

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**TRACK A: IT Asset Management: Enabling Business Success**

**TRACK B: Financial Management: Cutting IT Costs and Growing Digital Business**

**TRACK C: IT Procurement: Driving Business Outcomes With Innovative Procurement Strategies**

**TRACK D: IT Vendor Management: Raising the Bar on Vendor Efficiency and Effectiveness**

**TRACK E: Contract Negotiation Clinics**

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**SESSIONS**

**Enabling Business Success**

**TRACK**

**Perspective:**

**Focus:**

**Maturity Level:**

**Registration**

**Solution Showcase Reception**

**Solution Showcase Theater, Florida F**

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**PROGRAM**

**Agenda current as of August 26, 2014 and subject to change. Please see Events Navigator for full session and speaker details.**
**TUESDAY, SEPTEMBER 9**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 a.m. – 6:30 p.m.</td>
<td>Registration</td>
<td>Orlando Lobby</td>
</tr>
<tr>
<td>7:15 a.m. – 8:15 a.m.</td>
<td>Networking Breakfast</td>
<td>Florida E, Lower Level</td>
</tr>
<tr>
<td>8:15 a.m. – 9:15 a.m.</td>
<td>Gartner Keynotes: Business Asset Management</td>
<td>Orlando C</td>
</tr>
<tr>
<td>9:15 a.m. – 11:15 a.m.</td>
<td>Gartner: Best Practices in Software Contracting — John Golinicz, Gartner</td>
<td>Orlando G</td>
</tr>
<tr>
<td>9:30 a.m. – 10:15 a.m.</td>
<td>SP35: Cycles: Take Back Control: OEM Maintenance and Life Cycle Myths E-joist — Jim Allwine, Gartner</td>
<td>Orlando B</td>
</tr>
<tr>
<td>10:30 a.m. – 11:30 a.m.</td>
<td>AS. Software License Optimization and Entitlement Tracking Is Coming of Age Quickly — Patrice Adams, Gartner</td>
<td>Orlando A</td>
</tr>
<tr>
<td>11:30 a.m. – 1:30 p.m.</td>
<td>B3: Increase Financial Transparency: How to Choose Which of Gartner’s Six Pillars to Focus On First — Robert Naegle, Gartner</td>
<td>Orlando C</td>
</tr>
<tr>
<td>12:30 p.m. – 1:30 p.m.</td>
<td>C3. Server and Control IT Costs With SOW Services Procurement Solutions — Deborah Wilson, Gartner</td>
<td>Orlando A</td>
</tr>
<tr>
<td>12:30 p.m. – 1:30 p.m.</td>
<td>C3L. Managing Mobile Devices in the Enterprise: Oslo3: Governance and Control — Rob Schuler, Gartner</td>
<td>Orlando C</td>
</tr>
<tr>
<td>2:45 p.m. – 3:30 p.m.</td>
<td>E1. End-User Case Study: Software Asset Management An Enterprise success — Hillel M. Tiveron, Eron</td>
<td>Orlando B</td>
</tr>
<tr>
<td>2:45 p.m. – 3:30 p.m.</td>
<td>E2. End-User Case Study: Driving Business Value Through IT Cost Transparency of DTCC — Sharad Jothi, Dharma, and Brian, Shift</td>
<td>Orlando C</td>
</tr>
<tr>
<td>4:30 p.m. – 5:30 p.m.</td>
<td>T1P1. To the Point: How IT Is Changing the Manager’s Role and What to Do About It — Kristin Sheehyres, Gartner</td>
<td>Orlando A</td>
</tr>
<tr>
<td>4:30 p.m. – 5:30 p.m.</td>
<td>T1P2. To the Point: Chargeback, Showback or ITFM — What Do You Really Need — Robert Naegle, Gartner</td>
<td>Orlando B</td>
</tr>
<tr>
<td>4:30 p.m. – 5:30 p.m.</td>
<td>T1P3. To the Point: Understanding the Procurement and Sourcing Technologies Market — Deborah Wilson, Gartner</td>
<td>Orlando C</td>
</tr>
<tr>
<td>4:30 p.m. – 5:30 p.m.</td>
<td>T1P4. To the Point: Strategic Role of Vendor Engagement — Christopher Amore, Gartner</td>
<td>Orlando D</td>
</tr>
<tr>
<td>5:15 p.m. – 5:45 p.m.</td>
<td>A4. Ask the Analyst: Best Practices for ITAM Tool Selection — Patrice Adams, Gartner</td>
<td>Orlando B</td>
</tr>
<tr>
<td>5:15 p.m. – 5:45 p.m.</td>
<td>A4C. Ask the Analyst: How to Choose Software Licensing Tools — Christopher Amore, Gartner</td>
<td>Orlando A</td>
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**WEDNESDAY, SEPTEMBER 10**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:00 a.m. – 12:30 p.m.</td>
<td>Regulators</td>
<td>Orlando Lobby</td>
</tr>
<tr>
<td>7:20 a.m. – 8:20 a.m.</td>
<td>Networking Breakfast</td>
<td>Florida E, Lower Level</td>
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<tr>
<td>8:00 a.m. – 9:00 a.m.</td>
<td>A5. Managing Mobile Devices in the Enterprise: Oslo3: Governance and Control — Rob Schuler, Gartner</td>
<td>Orlando C</td>
</tr>
<tr>
<td>8:15 a.m. – 9:15 a.m.</td>
<td>CS. “TMO” Your Processes to the Negotiation and Audit Ready — John Rosenburger and Rob Schuler, Gartner</td>
<td>Orlando A</td>
</tr>
<tr>
<td>8:45 a.m. – 9:45 a.m.</td>
<td>D5. Vendor Intelligence: Applying Analytics to Mitigate Risk and Enhance Performance — Gayla Sullivan, Gartner</td>
<td>Orlando B</td>
</tr>
<tr>
<td>11:00 a.m. – 1:00 p.m.</td>
<td>AUR1. Roundtable: How to Drive Stakeholder Engagement for Effective IT Procurement Decisions — Guriq Sedha, Gartner</td>
<td>Orlando D</td>
</tr>
<tr>
<td>11:00 a.m. – 1:00 p.m.</td>
<td>AUR2. Roundtable: Professional Development: Learn the Key Skills That Ensure Your Continued Employment and Personal Success — Frances O’Brien, Gartner</td>
<td>Orlando A</td>
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</tbody>
</table>

**AGENDA AT A GLANCE**

**TRACK A**

- Financial Management: Cutting IT Costs and Growing Digital Business
- IT Procurement: Driving Business Outcomes With Innovative Procurement Strategies
- IT Vendor Management: Raising the Bar on Vendor Efficiency and Effectiveness

**TRACK B**

- Contract Negotiation Clinics

**TRACK C**

- Solution Showcase Theater, Florida F
- Naples 3

**TRACK D**

- SPS
- SPS10. Eracent: SAM and IT Security Working Together to Secure Your Environment
- SPS12. SHI: License-centric Discovery
- SPS14. SoftwareOne: The Financial and Asset Management Impact of Cloud and Mobility Solutions

**TRACK T**

- To the Point: How OT is Changing the Sourcing Manager’s Role and What to Do About It — Chris Amore, Gartner
- To the Point: Relevance, Impact and Fine-Tuning of IT Procurement Governance — Delores Ianni, Gartner
- To the Point: Managing Con 1st and Friction Between Procurement and B-2-B Management — Christopher Amore, Gartner

**Tracks**

- Strategic
- Tactical
- Foundation
- Advanced
- Perspectives
- Business
- Technical

**Registration Required at Unique Session/Track List Only.**

**Venue:**

- Orlando Lobby
- Orlando A
- Orlando C
- Orlando D
- Orlando B
- Orlando G
- Orlando C-D
- Orlando Lobby
- Orlando B
- Orlando A
- Orlando C
- Orlando B
- Orlando D

**Location:**

- Florida E, Lower Level
- Naples 3

**Additional Information:**

- Session Showcase Theater, Florida F
- Naples 3

**Networking:**

- Regulators
- Networking Breakfast

**Time:**

- 9:00 a.m.
- 8:00 a.m.
- 10:30 a.m.

**Speakers:**

- John Rosenburger
- Rob Schuler
- Gayla Sullivan
- Christopher Amore

**Topics:**

- Software License Optimization
- Entitlement Tracking
- Increase Financial Transparency
- Cloud and Mobility Solutions

**Networking Lunch:**

- 12:05 p.m. – 12:25 p.m.

**Networking Sessions:**

- 8:15 a.m. – 9:15 a.m.

**Technical Sessions:**

- 2:45 p.m. – 3:45 p.m.

**Audience:**

- IT Financial, Procurement & IT Operations

**Agenda current as of August 24, 2016 and subject to change. Please see Gartner Navigator for full session and speaker details.**