Successful Sourcing in the Digital Economy — New Rules, New Value

Gartner Sourcing & Strategic Vendor Relationships Summit 2014 will help you understand how to adapt your approaches and vendor ecosystem to the growing requirements of digital business, and how to drive value from your existing investments and approaches. Hear the latest thought leadership, best practices and actionable advice to make informed IT and sourcing decisions.

The summit will give you answers to the following key questions:

1. **How are you adapting your IT and sourcing strategies to address the challenges and opportunities that digitalization brings?**
   - K1. Gartner Keynote: Adapting Sourcing for a Digital Future
   - D2. Next Generation of End-User Services Must Support Digital Transformation
   - B3. Charting the Course for Your Digital Journey
   - D1. The New Look and Feel of Managed Services Enabling the Digital Enterprise
   - D5. Sourcing the Internet of Things to Build the Foundation for Digital Business Strategies
   - A9. To the Point: How Does Digitalization Improve Your Outsourcing Initiative?

2. **How can you adjust your sourcing strategies to enable agility and deliver innovation?**
   - A2. How to Use Sourcing for Innovation
   - B4. Use Crowdsourcing Communities to Improve Application Quality and Reduce Cost

3. **How can you effectively identify, select and negotiate with providers to develop optimal deals and save money?**
   - T4. Tutorial: Gartner’s Best Practice Contract Structure — Build the Right Contract for Deal Success
   - T9. Tutorial: Use Due Diligence to Avoid Costly Mistakes in Outsourcing and Cloud Service Provider Selection
   - W3. Workshop: Successfully Negotiating Infrastructure Outsourcing Contracts
   - B2. Pricing Trends and Methodologies: From ITO to “As a Service”
   - B9. To the Point: Developing and Managing Great SLAs
   - T5. Tutorial: Understand Sourcing Pricing Models — Traditional and Cloud Services
How can you maximize (and measure) the value you get from your most strategic vendor relationships and avoid costly deal failures?

- T3. Tutorial: The Vendor Management Playbook — Building the Foundation for Managing Your Outsourcing Vendors
- T7. Tutorial: Implementing Operating Level Agreements to Streamline Multivendor Management
- C1. The Future of Vendor Management: Taming the Complexity of Disruptive Forces
- C9. To the Point: Determining the Best Organization Model for Vendor Management
- C3. Vendor Management Techniques for Cloud Sourcing
- C7. To the Point: Going Beyond Cost Savings — Measuring and Communicating the Value of Vendor Management

How are you ensuring that your applications, infrastructure and BPO strategies stay current with ever-changing delivery and pricing models and contracting best practices?

- D2. Next Generation of End-User Services Must Support Digital Transformation
- D1. The New Look and Feel of Managed Services Enabling the Digital Enterprise
- T5. Tutorial: Understand Sourcing Pricing Models — Traditional and Cloud Services
- T8. Tutorial: BPO Fundamentals — The 10 Things You Need to Know
- A7. To the Point: Integrate SaaS and Traditional Application Services to Achieve Tangible Business Outcomes

How do you plan to ensure your sourcing team isn’t bypassed by the business in an era of “as a service” solutions?

- A3. Avoid Key Sourcing Risks When the Business Buys Direct
- C5. Vendor Management and Governance: Don’t Be Bypassed by the Business
- B8. Impact of Bring Your Own Device on End-User Service Outsourcing

How are you utilizing cloud services and integrating them with traditional IT services?

- D3. Hybrid IT: Delivering IT Using Both Cloud and Non-Cloud Services
- T5. Tutorial: Understand Sourcing Pricing Models — Traditional and Cloud Services
- T9. Tutorial: Use Due Diligence to Avoid Costly Mistakes in Outsourcing and Cloud Service Provider Selection
- B1. How to Integrate Cloud Infrastructure “aaS” with Traditional Outsourcing Solutions
- C3. Vendor Management Techniques for Cloud Sourcing
- D3. Hybrid IT: Delivering IT as a Service Using Both Cloud and Non-Cloud Services
- A7. To the Point: Integrate SaaS and Traditional Application Services to Achieve Tangible Business Outcomes
- C8. Mitigate Outsourcing and Cloud Risks by Applying a Vendor Risk Management Discipline
- W8. Workshop: Leveraging Cloud Assessment as Part of Your Sourcing Strategy
- AUR5. Analyst-User Roundtable: More than Dev/Test — Using the Cloud for Production

How can you achieve the best outcomes from global delivery?

- D8. Made in the USA: New Value Propositions for Onshore Delivery
- T2. Tutorial: Getting Your Approach to Offshore Right
How can you mitigate risk as you make critical sourcing decisions?

- W1. Workshop: Avoiding Risk When Contracting for Cloud Services
- C8. Mitigate Outsourcing and Cloud Risks by Applying a Vendor Risk Management Discipline
- A3. Avoid Key Sourcing Risks When the Business Buys Direct
- C3. Vendor Management Techniques for Cloud Sourcing
- AUR5. Analyst-User Roundtable: How Can We Tame the Complexity of Our Multivendor Ecosystems?

How can you keep your team up to speed on the latest outsourcing trends and best practices so that they can perform effectively?

- Track A: CIOs and Senior Leaders — Innovating and Succeeding in a Demanding Business Environment
- Track B: Sourcing and Contract Managers — Effective Evaluation, Selection and Contracting in a Time of Change
- Track C: Vendor Managers — Managing Vendors in the Digital Industrial Economy
- Track D: Marketplace — Future-Proof Your Sourcing Strategies
- Workshops
- Analyst-User Roundtables

Who should attend?

- CIOs, COOs, CFOs
- Chief sourcing officers, sourcing executives, heads of outsourcing
- Sourcing managers
- Vendor managers
- Contract managers
- Procurement managers
- Business unit managers
- Global delivery managers
- Global sourcing managers