

Consulting Clinics and Benchmark Meetings

A Gartner Consulting Clinic is a session focused on providing customized practical advice around a specific conference topic. These Clinics present a great opportunity to discuss key client issues with experienced consultants in a private setting. Each Clinic lasts for up to two hours, and the client can expect to walk away with practical advice based on relevant best practices and real experiences.

Clinics on offer are:

Regain control by developing a business driven sourcing strategy to steer you through rough waters

This clinic is targeted at clients who are re-evaluating their sourcing strategies in response to the global financial crisis, or are developing a formal sourcing strategy perhaps for the first time and want to increase their chances of success in uncertain times.

Choosing external service providers to accommodate changing business needs

This clinic is targeted at clients who want to understand how they can evaluate, select and maintain long-term relationships with external service providers who have the capabilities to satisfy their business needs. This is particularly pertinent to those who want to mitigate the risks of changing market dynamics and their impact on the health of service providers.

Building outsourcing contracts to accommodate constant business change in an uncertain economic environment

This clinic is targeted at clients who want to optimize their contracts with external service providers so that they can accommodate the rapidly changing and often conflicting demands of cost, quality, flexibility and predictability.

Assembling sourcing management teams and governance processes to optimize business benefits

This clinic is targeted at clients who are keen to develop their sourcing management maturity, to ensure that their sourcing strategy remains current, and that their multi-sourced relationships continue to deliver the benefits originally anticipated.

Understand how benchmarking can be used productively for all parties and in different stages of a sourcing relationship to ensure a fair market price and great service

A one-on-one private benchmark meeting will help you:

- Understand the relevance of cost and price benchmarking to different stages of a sourcing relationship
- Discover why some clients save money from benchmarking their outsourcing relationships and others do not
- Determine what makes a best practice benchmarking clause and when to activate it
- Find out why clients that systematically and consistently benchmark have 19% lower IT costs

Gartner
Outsourcing &
IT Services
Summit 2009

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