Key Benefits of Attending

- Create bimodal sourcing strategies
- Rapidly evaluate vendors
- Optimize costs in provider relationships
- Drive innovation with major providers
- Manage critical vendor risks
- Influence vendor behaviours
Transforming Sourcing: Accelerating Agility, Innovation, and Performance

Sourcing and vendor management leaders face challenges on two fronts — managing the lifecycle for sourcing services that are efficient and reliable while helping the business meet its nearly real-time demands for new and often transformative services. Meeting the business demands for lower cost, standardized services has to be balanced with the rapid adoption of new technologies, new delivery models and new digital business initiatives. New sourcing strategies must be developed and new vendor relationships must be established — all while still managing sourcing risks.

The Gartner Sourcing & Strategic Vendor Relationships Summit will address how sourcing can be an enabler to help IT and the business become “bimodal”. The Summit will give sourcing, vendor management and contract management leaders an insight into the rapidly changing IT services marketplace, plus new strategies and practical “how-to” advice to drive better pricing, performance, innovation, and ultimately value from sourcing decisions.

What’s New for 2016

New research on:
- The opportunities and disruptors impacting the future of sourcing
- Rapid vendor evaluation and selection
- Selecting Internet of Things providers
- Risks and rewards of hybrid infrastructure
- Smart machines and robotic process automation

Plus:
- Public cloud security
- Identifying and managing niche providers
- Crowdsourcing

“Very useful in helping us on our journey to improve our maturity in vendor management.”
Cardiff University

“As a Strategic Partner Manager starting/implementing vendor management it has provided great insight with many tools and techniques that I will be implementing.”
TalkTalk

Who Should Attend

- Chief Sourcing Officers/Heads of Outsourcing
- Sourcing Managers/Executives
- Vendor Managers
- Contract Managers
- Procurement Managers
- Global Sourcing Managers
- Applications Leaders
- Infrastructure and Operations Leaders

For the most up to date information about our agenda, speakers and sessions please visit our website gartnerevents.com/eusourcing
Agenda tracks

A  Sourcing Executives: Delivering Sustainable Sourcing Strategies for Business Agility
This track focuses on how to create sourcing strategies to support the delivery of innovation and differentiation while concurrently supporting the demands of running and optimizing the business efficiently.
- Key trends impacting the future of sourcing
- A practical roadmap to the implementation of bimodal sourcing
- Key roles to retain in-house
- Finding and working with mid-sized and specialty providers
- Developing a transition plan

B  Sourcing and Contract Managers: Establishing Provider Options and Contract Flexibility
This track will focus on the need to select the right providers for the right services and build flexibility and agility into services contracts.
- Driving provider behavior with pricing models, service levels, penalties and incentives
- Adding speed and agility to the vendor evaluation process
- The future of outsourcing contracts
- Making public cloud security a reality
- Using Gartner Magic Quadrants to evaluate infrastructure outsourcing providers

C  Vendor Managers: Optimizing Vendor Ecosystem Performance and Value
This track explores best practices and strategies for extracting greater value and innovation from an ecosystem of vendors, whilst reducing risk.
- Driving innovation with major providers
- Developing effective vendor scorecards and dashboards
- Identifying, monitoring, and mitigating critical vendor risks
- Using metrics to prove the ROI of vendor management
- Onboarding new vendors into a vendor management program

D  Emerging Trends: Taking Advantage of a Changing Market
This track will focus on the most disruptive technology and business changes impacting the market for IT and business process services. Understanding the impact of these disruptors on the sourcing lifecycle is essential to mitigating business risks while taking advantage of new opportunities.
- How to adapt your sourcing strategies to emerging technologies and trends
- Preparing for increased sourcing complexity due to the Internet of Things
- How analytics and smart machines will change business processes and services
- Understanding the risks and rewards of hybrid infrastructure
- The impact of digital technologies on the procurement of products and services

Gartner Keynotes

Gartner Opening Keynote:
The Digital Future Is Now: Transforming Sourcing to Accelerate Agility, Innovation and Performance

Gartner Closing Keynote:
Taking Action to Transform Sourcing and Your Vendor Relationships

Guest Keynote

Leading Innovation: Lessons from Wine, Food and Football

NEW Program for Senior Sourcing Executives

Created exclusively for the most senior and experienced sourcing executives, this new program is a unique opportunity to engage with Gartner analysts and your peers in a series of advanced-level presentations, discussions and networking sessions.

The program will focus on:
- Cloud Sourcing and Negotiating
- Managing Complex Vendor Ecosystems
- Influencing Your Stakeholders

Limited availability, registration required

Analyst and Peer Interaction

A series of in-depth roundtables, workshops and contract negotiation clinics will give you opportunities to work with Gartner analysts and your peers to identify best practices and share practical ideas and tips. Topics include:
- How to Achieve Cloud Based Outsourcing Deal Success
- Cost Optimization Opportunities in Existing Sourcing Agreements
- How the Disciplines of Sourcing, Procurement and Vendor Management can Work Better Together
- Contract Negotiation Clinic: Effective Pricing Models and Terms for Application Services Contracts
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>07:30 – 20:00</td>
<td>Registration and Information</td>
</tr>
<tr>
<td>08:15 – 09:00</td>
<td>Tutorial: Five Key Areas That Can Make or Break Your Outsourcing Deal</td>
</tr>
<tr>
<td>10:15 – 11:00</td>
<td>Guest Keynote: Leading Innovation: Lessons From Wine, Food and Football</td>
</tr>
<tr>
<td>11:00 – 11:30</td>
<td>Refreshment Break in the Solution Showcase</td>
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### TRACKS

#### A. Sourcing Executives: Delivering Sustainable Sourcing Strategies for Business Agility

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>11:30 – 12:15</td>
<td>The Future of Sourcing: What are the Biggest Opportunities and Disruptors?</td>
</tr>
<tr>
<td>08:00 – 16:30</td>
<td>Registration and Information</td>
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#### B. Sourcing and Contract Managers: Establishing Provider Options and Contract Flexibility

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>14:15 – 15:00</td>
<td>Case Study: The Road to Control of Digital Procurement Through Engaging With Digital Stakeholders</td>
</tr>
<tr>
<td>16:15 – 17:00</td>
<td>Going Bimodal: A Practical Guide to IT Services Deal Management at Digital Speed</td>
</tr>
<tr>
<td>17:15 – 18:00</td>
<td>Roles and Responsibilities — What to Keep Versus Outsourcing?</td>
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#### C. Vendor Managers: Optimizing Ecosystem Performance and Value

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>17:15 – 18:00</td>
<td>Digital Business Will Kill Traditional Service Contracts (Maverick Session)</td>
</tr>
<tr>
<td>19:00 – 20:00</td>
<td>Networking Reception in the Solution Showcase</td>
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#### D. Emerging Trends: Taking Advantage of a Changing Market

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>12:30 – 13:00</td>
<td>Solution Provider Sessions</td>
</tr>
<tr>
<td>13:00 – 14:15</td>
<td>Lunch in the Solution Showcase</td>
</tr>
<tr>
<td>14:15 – 15:00</td>
<td>Case Study: Sourcing as a Strategic Capability — An IT Transformation Through the Crisis</td>
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<tr>
<td>15:15 – 15:45</td>
<td>Solution Provider Sessions</td>
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<tr>
<td>15:45 – 16:15</td>
<td>Refreshment Break in the Solution Showcase</td>
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<tr>
<td>16:15 – 17:00</td>
<td>Establishing Agile Vendor Governance — An IT Transformation</td>
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### Tuesday, 7 JUNE 2016

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>08:00 – 08:45</td>
<td>Peer Exchange: Vendor Management — Share Your Ideas, Challenges and Best Practices With Fellow Delegates</td>
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<tr>
<td>08:45 – 09:30</td>
<td>Sourcing Strategies for Infrastructure Services: Cloud First, Hybrid IT and IaaS</td>
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<tr>
<td>09:45 – 10:15</td>
<td>Solution Provider Sessions</td>
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<tr>
<td>10:15 – 10:45</td>
<td>Refreshment Break in the Solution Showcase</td>
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<tr>
<td>10:45 – 11:30</td>
<td>Finding the Right Midsize Provider When You Don’t Have a Megasized Need</td>
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<tr>
<td>11:45 – 12:30</td>
<td>Preparing for Transition and Service Management When Outsourcing</td>
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<tr>
<td>12:30 – 13:45</td>
<td>Lunch in the Solution Showcase</td>
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<tr>
<td>13:45 – 14:30</td>
<td>Digital Darwinism: Shift from Labor Arbitrage to Automation Arbitrage</td>
</tr>
<tr>
<td>14:45 – 15:15</td>
<td>To the Point: The Future of Sourcing: Leveraging Artificial Intelligence and Predictive Analytics (Maverick Session)</td>
</tr>
<tr>
<td>15:15 – 15:45</td>
<td>Refreshment Break in the Solution Showcase</td>
</tr>
<tr>
<td>15:45 – 16:15</td>
<td>Gartner Closing Keynote: Taking Action to Transform Sourcing and Your Vendor Relationships</td>
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<tr>
<td>16:15 – 16:20</td>
<td>Closing Remarks</td>
</tr>
</tbody>
</table>
When attending this event, please refer to the agenda handout provided or the Gartner Events mobile app for the most up to date session and location information.

### Program for Senior Sourcing Executives

**08:30 – 09:45**<br>Aligning Sourcing, Technology and Business Strategy to Enable Growth and Innovation<br>**Facilitator:** Linda Cohen

**10:00 – 10:45**<br>Workshop: Identifying, Monitoring, and Mitigating Critical Vendor Risks<br>**Facilitator:** Chris Ambrose

**10:45 – 12:15**<br>Workshop: Measuring and Motivating Improvements in Vendor Relationships<br>**Facilitator:** William Maurer

**11:15 – 12:15**<br>Workshop: Cost Optimization Opportunities in Existing Sourcing Agreements<br>**Facilitator:** Kris Doering

**13:00 – 14:00**<br>Roundtable: How to Achieve Cloud Based Outsourcing Deal Success Using Gartner’s Best Practice Contract<br>**Moderator:** Giacntu Tramacere<br>**Facilitators:** William Maurer and Sid Nag

**14:00 – 15:00**<br>Workshop: How to Achieve Cloud Based Outsourcing Deal Success Using Gartner’s Best Practice Contract<br>**Facilitators:** William Maurer and Sid Nag

**14:00 – 15:00**<br>Contract Negotiation Clinic: Software as a Service<br>**Facilitator:** Jo Liversidge

**16:00 – 17:00**<br>Contract Negotiation Clinic: Effective Pricing Models and Terms for Application-Services Contracts<br>**Facilitator:** Gilbert van der Heiden

**17:00 – 18:00**<br>Roundtable: How the Disciplines of Sourcing, Procurement and Vendor Management Can Work Better Together<br>**Moderator:** Chris Ambrose

### Analyst and Peer Interaction: Workshops, Contract Negotiation Clinics and Analyst User Roundtables

**Venue**

Park Plaza Westminster Bridge<br>London, UK.<br>Telephone: +44 844 415 6780

**Registration and Pricing**

**3 Easy Ways to Register**

**Web:** garterevents.com/eusourcing<br>**Email:** emea.registration@gartner.com<br>**Telephone:** +44 20 8879 2430

**Pricing**

**Standard Price:** £2,550 + UK VAT<br>**Public Sector Price:** £2,025 + UK VAT

**Gartner Clients**

A Gartner ticket covers both days of the Summit. Contact your Account Manager or email emea.events@gartner.com to register using a ticket.

**Bring Your Team!**

Maximize learning by participating together in relevant sessions or splitting up to cover more ground, sharing your session take-aways later.

**Summit Team Discount Offers:**

- 4 for the price of 3
- 7 for the price of 5
- 10 for the price of 7

**Venue**

Park Plaza Westminster Bridge<br>London, UK.<br>Telephone: +44 844 415 6780

Agenda as of 21 May 2016 and subject to change

Visit garterevents.com/eusourcing or call +44 20 8879 2430 for updates and to register!
Solution Showcase

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Email: european.exhibits@gartner.com

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