Gartner Sourcing & Strategic Vendor Relationships Summit 2016

6 – 7 June | London, UK
gartnerevents.com/eusourcing

Transforming Sourcing: Accelerating Performance, Agility and Innovation

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: 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

**Analyist 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

Visit gartnerevents.com/eusourcing or call +44 20 8879 2430 for updates and to register!
## Agenda at a Glance

### Monday, 6 June 2016

**07:30 – 19:45** Registration and Information

**08:30 – 09:15** Tutorial: Five Key Areas That Can Make or Break Your Outsourcing Deal  
Gianluca Tramacere

**09:30 – 10:30** Welcome and Gartner Opening Keynote: The Digital Future Is Now: Transforming Sourcing to Accelerate Agility, Innovation and Performance

**10:30 – 11:15** Guest Keynote: Leading Innovation: Lessons from Wine, Food and Football  
Charles Leadbeater, Renowned Author, Thinker and Strategist Adviser on Innovation

**11:15 – 11:45** Refreshment Break in the Solution Showcase

### TRACKS

|---|---|---|---|
| 11:45 – 12:30 The Future of Sourcing: What are the Biggest Opportunities and Disruptors?  
Frances Karamouzis | How to Drive Service Provider Behavior With Pricing Models, Service Levels, Penalties and Incentives  
William Maurer | Advancing Your Vendor Management Program in a Digital World  
Chris Ambrose | Sourcing in a Digital World: How to Adapt to Emerging Technologies and Trends  
Patrick Sullivan |
| 12:30 – 13:45 Lunch in the Solution Showcase |
| 13:45 – 14:30 Digital Darwinism: Shift from Labor Arbitrage to Automation Arbitrage  
Frances Karamouzis | To the Point: The Future of Sourcing: Leveraging Artificial Intelligence and Predictive Analytics (Maverick Session)  
Ruby Jivan | To the Point: Exploiting New Workplace Services to Drive Business Results  
Gianluca Tramacere | To the Point: Why It’s Ridiculous to Not Use CrowdSourcing  
Gilbert van der Heiden |

### Tuesday, 7 June 2016

**08:00 – 16:30** Registration and Information

**08:30 – 09:15** Sourcing Strategies for Infrastructure Services: Cloud First, Hybrid IT and IaaS  
Claudio Da Rold

**09:30 – 10:00** Solution Provider Sessions

**10:00 – 10:45** Refreshment Break in the Solution Showcase

**10:45 – 11:30** Finding the Right Midsize Provider When You Don't Have a Megasized Need  
Frances Karamouzis

**11:45 – 12:30** Preparing for Transition and Service Management When Outsourcing  
Kris Deering

**12:30 – 13:45** Lunch in the Solution Showcase

**13:45 – 14:30** To the Point: The Future of Sourcing: Leveraging Artificial Intelligence and Predictive Analytics (Maverick Session)  
Ruby Jivan

**15:15 – 16:00** Refreshment Break in the Solution Showcase

**15:45 – 16:30** Gartner Closing Keynote: Taking Action to Transform Sourcing and Your Vendor Relationships  
Chris Ambrose

**16:30 – 16:35** Closing Remarks  
Chris Ambrose
### Agenda as of 25 February 2016 and subject to change

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<tr>
<th>Time</th>
<th>Session Description</th>
<th>Facilitator</th>
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<td>08:30 – 10:00</td>
<td>Workshop: Measuring and Motivating Improvements in Vendor Relationships</td>
<td>William Maurer</td>
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<td>Workshop: Making Better Sourcing Decisions Using Gartner’s Decision Framework</td>
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<td>Alexa Bona</td>
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### Pricing

**Early Bird Price:** €2,225 + UK VAT (Ends 8 April 2016)

**Standard Price:** €2,550 + UK VAT

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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

### Registration and Pricing

**Web:** gartnerevents.com/eusourcing

**Email:** emea.registration@gartner.com

**Telephone:** +44 20 8879 2430

### Venue

**Park Plaza Westminster Bridge**
London, UK.

**Telephone:** +44 844 415 6780

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