Gartner Sourcing & Strategic Vendor Relationships
Summit 2017

Gartner Summits

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Lead Sourcing and Vendor Management to the Core of Digital Business.

Our team of Analysts have been announced for this year.

Gartner analysts talk to thousands of sourcing and strategic vendor management executives each year. Drawing on these discussions, our analysts provide you with the advice and expertise that is essential to driving your enterprise forward. We've identified our analyst team by focus area to help you plan in advance whom to meet with at the conference this May.

Schedule a complimentary, private half-hour meeting with the analyst of your choice to discuss your opportunities and/or challenges. *One-on-ones fill up quickly — reserve yours in advance.*

See what questions each of our dedicated team can assist you to answer:

Christopher Ambrose
Research VP

- How can I build a vendor management discipline, office or organization?
- Which vendors deliver vendor risk management solutions?
- How can I improve vendor performance metrics and a performance management program?

Daniel Barros
Research Director

- How do I plan for service desk and data centre outsourcing?
- How do I get the most out of my infrastructure consulting services?
- How do I drive managed analytic services?

Neil Barton
Research Director

- How can I select and manage vendors for developing, implementing, and managing my business applications?
- How can I use external service providers for agile software development?
- Can I buy DevOps as a service?
- Which countries in Eastern Europe are the most effective for near-shoring application development?
- How will Brexit affect my use of nearshore and offshore developers?

Magnus Bergfors
Research Director

- What are the strengths, weaknesses and outlook for procurement technology vendors?
- What can I do to maximize the chances for success for my procurement technology initiative?
- How do I get more spend under management using procurement technology?

Claudio Da Rold
VP Distinguished Analyst & Conference Chair

- How do I drive bimodal IT and adaptive sourcing strategies?
- How do I put IT services sourcing at the core of digital transformation?
- How do I plan across the European market for infrastructure outsourcing?

Fabio Di Capua
Research Director

- What are the best practices when outsourcing applications services?
- Who are the providers for applications services specifically related to ERP (SAP/ Oracle implementation and support)?
- What are the pricing models for applications services, how are they applied, and what are the pros and cons?
- What are the best practice structures for RFP, SOW and MSA?

Analyst Guide

Luke Ellery
Research Director

- How do I drive the sourcing strategy development in alignment with business priorities?
- How do I initiate procurement transformation programs to realize bimodal procurement?
- How do I establish a risk management approach to technology sourcing and vendor management?
- What are common business strategies for adopting software as a service (SaaS) and cloud arrangements?

David Groombridge
Research Director

- How do I interpret contract structure and content, pricing ranges, service-level agreements, incentive and penalty structures?
- How do I effectively negotiate my contracts or drive a change in contract?
- How do I measure the best value from a deal?

Frances Karamouzis
VP Distinguished Analyst

- How do I drive business case development in sourcing strategies as well as evaluation and selection of IT service providers?
- How can I drive the shift from labour arbitrage to automation arbitrage through the use of smart machines, digital business services, application services, shared service centres and business process services?

William Maurer
Research VP

- How do I drive an effective Hybrid Infrastructure services contract structure and content, with appropriate pricing ranges and business-based measures for service-level agreements, plus incentives and penalties all in a bimodal based services marketplace?
- How do I determine the best provider for my deal based upon knowing some deals will be Mode 1 while others will be Mode 2 based solutions, negotiate or change my contract and quantity the value of the contract?

John P. Morency
Research VP

- How do I exploit data centre market dynamics?
- How should I approach data centre modernization?
- How do I build and market cloud-based offerings?

Denise Rueb
Research Director

- How should I evaluate and select the right IoT service provider?
- How do I evaluate the maturity of my IoT agreements?
- What should I understand regarding the emerging market for managed IoT services?

Roberto Sacco
Research Director

- How do I negotiate effective sustainable deals with entrenched software vendors?
- How should I manage relationships with large strategic software vendors?

Tom Scholtz
VP & Gartner Fellow

- How should I organize my security and risk management team?
- What are the security strategy and governance best practices in a digital business world?
- How can I articulate the business value of security and risk management investments/projects?

Joanne Spencer
Research Director

- How do I implement a vendor performance framework?
- How do I develop a scorecard?
- How do I implement a vendor management framework?
- How do I establish vendor relationship management?
- What are the key competencies required for vendor management?

Alan H. Stanley
Research Director

- How do I make applications outsourcing decisions?
- How do I contract this outsourcing deal?
- How do I run the RFP?
- What are the key transition best practices?
- What are best practice SLAs and how do I implement them?

Cathy Tornbohm
Research VP

- How do I improve back, middle and front office business outcomes via BPO, BPaaS, SaaS, RPA and AI?
- What is my next best move with RPA?

Gianluca Tramacere
Research VP

- How do I evaluate and select infrastructure outsourcing players?
- What are the characteristics of leading providers competing in the infrastructure outsourcing market?
- What is the future of the infrastructure outsourcing market

Gilbert van der Heiden
Research VP

- What are common metrics I should use for application services, testing services?
- Who should I ask for these application services in Europe?
- How should my sourcing, internal, service integration, IT organization look like when I outsource?

Edward Weinstein
Research Director

- What are best practices and approaches to starting up a vendor management office?
- How do I determine the proper organizational structure for my vendor management practice?
- How can I measure and improve the quality of my vendor relationships?
- How do I drive performance and value form my vendors?