WEDNESDAY 11 SEPTEMBER

Time						
07:30 – 20:00	Registration, Information and Refreshments					
08:00 – 08:45	Tutorial: SAVE (Strategize, Analyze, Validate and Execute) to Cut Infrastructure Costs	Tutorial: We Received a License Audit Letter — What do we do Now?	Tutorial: How to Get the Most From a Gartner Event			
09:00 – 10:00	**Summit Chair Welcome and Gartner Keynote: Creative Destruction** *Stewart Buchanan*					
10:00 – 10:45	**Guest Keynote**					
10:45 – 11:15	Refreshment Break in the Solution Showcase			**10:50 – 11:10** 60 Seconds or Bust — Summit Solution Snapshots		

Time	**A** Make Finance Sustainable	**B** Create Value Through Asset Management	**C** Build Strategies to Defeat Cost Escalation	**D** Overcome Barriers to Effective Vendor Management	**Workshops and Contract Negotiation Clinics***	**Roundtables***
11:15 – 12:15	CFO Concerns for 2013 and Their IT Budget Implications *Mark Raskino*	Bring Your Own Device: Lessons From the Field *David Willis*	IT Procurement Guide to Cloud Sourcing and Contracting *Alexa Bona*	Mastering the Discipline of Vendor Management — Organization, Operation and Governance *Linda Cohen*	**11:15 – 12:15** Contract Negotiation Clinic: Contracting for Microsoft Office 365 *Frances O'Brien*	**11:15 – 12:15** Roundtable: Why IT Asset Managers Need to Manage Operational Technology Licenses! *Victoria Barber*
12:15 – 13:30	Lunch in the Solution Showcase					
13:30 – 14:00	Solution Provider Session	Solution Provider Session	Solution Provider Session	Solution Provider Session		
14:15 – 14:45	To the Point: Budget for and Chargeback Real Software Costs to Drive Efficiency *Victoria Barber*	To the Point: Tools and Techniques for Managing Mobility *David Willis*	To the Point: Negotiating With Oracle *Roberto Sacco*	To the Point: Managing the Mega-Vendors: Microsoft *Gayla Sullivan*	**14:00 – 15:30** Workshop: Defeating Rising Vendor Risk in the Enterprise — Tools to Manage 14 Risk Elements *Chris Ambrose*	**13:45 – 14:45** Ask the Analyst: SaaS Contract Survival *Alexa Bona*
15:00 – 15:30	Solution Provider Session	Solution Provider Session	Solution Provider Session	Solution Provider Session		
15:30 – 16:00	Refreshment Break in the Solution Showcase					
16:00 – 16:45	End-User Case Study	End-User Case Study	End-User Case Study	End-User Case Study	**16:00 – 17:00** Contract Negotiation Clinic: Profile Users to Minimize Software Costs *Frances O'Brien*	**16:00 – 17:00** Roundtable: Board Level Concerns and IT Budget Implications *Mark Raskino*
17:00 – 18:00	Spend Less on IT, Drive More Value: How Best-in-Class Organizations Do It *Jim McGittigan*	How to Manage SAM Service Providers *Victoria Barber*	Outsourcing Procurement Back Office to Reduce Cost and Improve Efficiency *Ruby Jivan*	Trends in Vendor Management: Effective Vendor Management in a Cloudy World *Linda Cohen*	**17:15 – 18:15** Workshop: Optimization and the Art of Epic Benefits Realization *Sanil Solanki*	**17:15 – 18:15** Roundtable: ITAM Tools Selection *Patricia Adams*
18:00 – 20:00	Networking Reception in the Solution Showcase					

THURSDAY 12 SEPTEMBER

Time						
07:30 – 16:45	Registration, Information and Refreshments					
08:00 – 08:45	**2013 Peer Exchange**					
09:00 – 09:30	To the Point: The 6 Pillars of Running IT as a Business *Jim McGittigan*	To the Point: Licensing Virtual Desktops, Everything You Need to Know *Nathan Hill*	To the Point: Protect Your IBM Software Investments Through Tailored Negotiation and SAM Processes *Jo Ann Rosenberger*	To the Point: Strategies for Taming Critical IT Suppliers *Linda Cohen*		
09:45 – 10:15	Solution Provider Session	Solution Provider Session	Solution Provider Session	Solution Provider Session		
10:15 – 10:45	Refreshment Break in the Solution Showcase					
10:45 – 11:45	How BPaaS can Deliver Your Business Objectives of Cost and Value *Ruby Jivan*	IT Asset Management in a Virtualized World *Patricia Adams*	Slash Your Enterprise Network Spending — Welcome to the Buyers Market! *Neil Rickard*	Delivering Program ROI in Vendor Management *Gayla Sullivan*	**10:45 – 11:45** Contract Negotiation Clinic: SAP *Roberto Sacco*	**10:45 – 11:45** Ask the Analyst: Demonstrating BYOD License Compliance *Nathan Hill*
12:00 – 12:30	To the Point: Spend IT Wisely: Segment the "Run" Costs to Drive More Value From IT *Sanil Solanki*	To the Point: Who Defines the Standard for Success in ITAM? *Stewart Buchanan*	To the Point: BYOD and Desktop Virtualization — Technology and Sourcing Options in EMEA *Nathan Hill*	To the Point: Managing the Mega-Vendors: IBM *Chris Ambrose*	**12:00 – 13:00** Contract Negotiation Clinic: Oracle *Roberto Sacco*	**12:00 – 13:00** Roundtable: Sourcing and Contracting Best Practices for Network Services *Neil Rickard*
12:30 – 13:30	Lunch in the Solution Showcase					
13:30 – 14:30	Business Impact of IT: Use the +/- 10% Scenario *Sanil Solanki*	How to Manage and Track Software Licenses in the Cloud *Patricia Adams*	Negotiating with Microsoft in Cloudy Weather *Frances O'Brien*	Managing Conflict between Procurement and Vendor Management *Chris Ambrose*	**13:30 – 14:30** Contract Negotiation Clinic: IBM *Jo Ann Rosenberger*	
14:45 – 15:15	To the Point: IT Budgeting Best Practices *Jim McGittigan*	To the Point: Mobile Devices and Access Policy Best Practices *David Willis*	To the Point: App Stores, How Users Now Expect to Buy Software *Stewart Buchanan*	To the Point: Managing the Mega-Vendors: Oracle *Gayla Sullivan*		**14:30 – 15:30** Roundtable: What's Works in Procurement Outsourcing and What Doesn't *Ruby Jivan*
15:15 – 15:45	Refreshment Break in the Solution Showcase					
15:45 – 16:45	**Gartner Closing Keynote: Maintaining Balance** *Stewart Buchanan*					

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