

# Gartner IT Sourcing, Procurement, Vendor & Asset Management Summit 2018

26 – 28 September / London, U.K.  
[gartner.com/eu/sourcing](http://gartner.com/eu/sourcing)

## Engage and Influence: Accelerate Business Performance While Optimizing Costs

### Agenda tracks

- A Sourcing Leaders: Strategic Sourcing for Business Value and Digital Innovation**  
This track focuses on the sourcing strategies needed to speedily enable the digital initiatives of tomorrow while still delivering ongoing business value today. Learn how to develop a strategy and structure for your team to balance business outcomes and business costs to deliver real business value.
- B Procurement Leaders: Enabling Business Success Through Cost Optimization, Risk Mitigation and Speed**  
This track provides guidance on how to consistently deliver financial value while simultaneously supporting business objectives and the need for urgency. Learn how to manage your stakeholders, measure your value and success, and further procurement skills and knowledge.
- C IT Asset Management Leaders: Maturing ITAM in a Digital World**  
This track is designed to help you deal with today's growing complexity in asset management through best practices, governance strategies and specific tools to deliver value.
- D IT Finance Leaders: Optimizing Cost and Value Through IT Finance Evolution**  
This track concentrates on the concepts and techniques IT finance leaders can use to lower operating costs, demonstrate the value of investments and improve cost transparency.
- E Vendor Management Leaders: Driving Business Outcomes and Managing Risks With Disciplined Vendor Management**  
This track helps you gain new insights and proven best practices to build and mature your very own vendor management program. Learn new ways to maximize the value of your vendor engagements by managing contracts, performance, relationships and risk for positive outcomes.

### Hot topics by track

- Sourcing for digital innovation
- Sourcing for governance and organization
- Impacts on supply and delivery models
- Bimodal procurement
- Procurement tools
- Negotiation tactics
- Software asset management
- Software and SaaS cost optimization
- Hardware life cycle management
- Cost optimization techniques
- Benchmarking IT spending
- Measurement of IT cost
- Vendor performance management
- Cloud vendor management
- Vendor risk management

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## Agenda tracks (continued)

### **F** The IT Services Marketplace: Leveraging IT Services in the Age of Digital Transformation and Cyberthreats

This track delivers the answers you need by examining the best ways to successfully engage your IT services providers. See how changes brought about by disruptive technologies are transforming the IT services marketplace, resulting in a stream of new services and commercial models.

### **G** The Cloud and Hybrid Solutions Marketplace: Maximizing Business Outcomes With Cloud and Hybrid Offerings

This track spotlights the strategies and capabilities needed to drive maximum business benefit from the use of cloud and hybrid infrastructure solutions. This track will explore sourcing, contracting and management strategies that can enable rapidly evolving hybrid cloud business strategies at scale.

### **H** The Software and SaaS Marketplace: Negotiating Contracts to Support and Enable Digital Business

This best-practice focused track helps sourcing, procurement and vendor management leaders negotiate cost-effective SaaS agreements, software licenses, maintenance contracts and more.

## Hot topics by track

- Sourcing next-generation IT services
- Cloud contract negotiation techniques
- IT services cost optimization

- Sourcing public cloud infrastructure as a service
- Managing cloud cost and security
- Risk mitigation in cloud contracts

- Optimizing cost and risk when negotiating with megavendors and new digital vendors
- Software license and SaaS contract negotiations
- Reducing software maintenance costs

## Plus: The Senior Leadership Circle

Sourcing, procurement, and vendor management leaders are responsible and accountable for an array of critical business initiatives. “Just good enough” isn’t good enough in many organizations where practices and processes are expected to be leading edge. In this track, senior leaders across sourcing, procurement, finance, vendor and asset management will benefit from content geared towards their advanced needs. Through smaller interactive sessions, senior leaders will join with their peers, Gartner analysts and guest speakers to explore best practices that can help improve how they engage with internal and external partners to deliver against their critical business initiatives.



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## Spotlights

The event will also focus on a series of key topics that will be discussed in all of the above tracks. These “Spotlights” will enable delegates to follow a series of presentations focused on the important topics of Cloud, Cost Optimization and Collaboration:

### The Cloud Spotlight

This spotlight links all aspects of cloud services across multiple roles, service categories and sourcing initiatives. Cloud first strategies have reshaped the whole IT approach in most organizations, moving many toward SaaS and hybrid infrastructure, and now opening the door to advanced services based on AI, IoT or Blockchain. By following this spotlight track, you will find guidance on cloud strategies, SaaS negotiations, hybrid infrastructure migration and management, cloud vendor management and management of IT assets and finance in the cloud.

### The Cost Optimization Spotlight

This spotlight provides innovative techniques and ideas to optimize IT costs so you can effectively manage budgets across IT departments and business units. It will provide a framework to categorize costs to identify savings and cost avoidance opportunities during negotiations, innovative ways to structure contracts to manage costs, and financing options to meet your cash flow and budget requirements and constraints. Techniques for cost optimization will focus on savings, budget reduction, efficiency improvements, and capex vs. opex categorization.

### The Collaboration Spotlight

This spotlight reinforces the need for more effective collaboration within individual teams and across departments. Continuous collaboration facilitates effective communication which is key to ensuring that IT sourcing, procurement, and vendor, asset, and financial managers are asking the right stakeholders the right questions, and at the right time. Presentations will show how sourcing, procurement, vendor, asset and financial managers can and must collaborate as a community to ensure that they collectively meet IT and business requirements.



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