

# Updates and Insights for Corporate Legal Counsel

**Wednesday, April 21, 2010**

**Mayer Brown LLP**

71 S. Wacker

33<sup>rd</sup> Floor - Town Hall Rooms

Offices of Mayer Brown LLP

## Program Agenda

- 8:30**            **Breakfast & Registration**
- 9:00**            **Welcome and Introduction**
- 9:10-10:00**    **Cloud Computing – Game Changing Sourcing Option or Just Smoke?**  
*(Dan Masur and Rebecca Eisner)*
- The real meaning and potential of cloud computing and how it differs from traditional outsourcing
  - The dark side of cloud computing, including privacy, security, compliance, control and auditability issues
  - Adapting sourcing strategies and contract terms to cloud computing
- 10:00-10:15**    **Break**
- 10:15-11:15**    **Customer Panel: What Experience Governing Taught Us About Contracting**  
*(panel participants: Dow Chemical, Kraft and McDonald's; moderator: Kevin Rang)*
- Issues that create the most difficulty in managing outsourcing contracts
  - Governance structures and strategies that work best
  - Key contract issues to focus on to minimize risk in governance
- 11:15-12:00**    **The Outsourcing Contracting Process – What's Changing and Why?**  
*(Brad Peterson and Paul Roy)*
- What customers rank as important: results from customer survey
  - Tools and strategies for maximizing efficiency and effectiveness
  - Unlocking value
- 12:00-1:00**    **Lunch and Networking**

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**1:00-2:15**      **Service Provider Panel: Opportunities for Improving Customer-Supplier Contracting**  
*(panel participants: Accenture, IBM and HCL; moderator: Dan Masur)*

- Key areas of risk and concern for service providers
- New strategies for managing shared risks
- Approaches for effective governance by customers

**2:15-2:30**      **Break**

**2:30-3:45**      **Unlocking the Potential of R&D Outsourcing**  
*(David Hudanish and Mark Prinsley)*

- Areas of opportunity for R&D outsourcing
- Legal and contract issues
- Opportunities for revenue generation

**3:45-4:30**      **The Changing Face of Offshore Outsourcing – India vs. China**  
*(Sonia Baldia and Geof Master)*

- Labor, IP and other local laws affecting outsourcing
- Types of deals being done
- Predictions on the future of outsourcing to these countries

**Questions and Program Close**