

GLOBAL SOURCING AND TECHNOLOGY CHANGES:

# Reboot Your Sourcing Strategies



## PROGRAM AGENDA

May 8, 2014

- 8:30 am**                    **Registration and Breakfast**
- 9:00 – 9:15 am**           **Welcome and Introductions**
- 9:15 – 10:00 am**        **Talking SMAC: Contracting for Social, Mobile, Analytics and Computing**  
*Brad Peterson and Paul Roy*
- How do you contract for SMAC services?
  - Who gets the benefit of insights created through SMAC?
  - What traditional contracting assumptions fail with SMAC? Which risks increase? Which diminish?
  - How do you comply with privacy and other regulations that aren't keeping up with changing technology?
- 10:00 – 10:20 am**      **FCPA and Sourcing**  
*Lori Lightfoot*
- Overview of the FCPA
  - Recent trends and updates
  - How the FCPA can and should affect sourcing considerations
- 10:20 – 10:35 am**      **Break**
- 10:35 – 11:20 am**      **NSA Data Collection: Your Risks and Potential Responses**  
*Marcus Christian*
- Understanding the NSA's questionable data collection activities
  - Assessing the risks to your company
  - Mitigating the NSA threat
- 11:20 – 12:05 pm**      **Protecting Critical Enterprise Interests in Cloud Computing**  
*Rebecca Eisner*
- What are the key regulatory and practical concerns for an enterprise in the cloud?
  - How do you address data protection and privacy in the cloud?
  - Key contracting concepts that every enterprise should consider for cloud services
  - EU Update: What data protection law changes mean for cloud computing
- 12:05 – 1:15 pm**        **Networking Lunch**

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- 1:15 – 2:15 pm**      **Supplier Panel Discussion: Perspectives and Opportunities**  
*Dan Masur, Moderator | Panelists will include Accenture, IBM and an Offshore Provider*
- Key areas of risk and concern for service providers
  - Effective strategies for managing shared risks
  - Ways to improve the contracting process
  - How to build meaningful innovation commitments into outsourcing contracts
  - Contracting for cloud computing services – critical issues and challenges
- 2:15 – 2:30 pm**      **Break**
- 2:30 – 3:15 pm**      **Solving Tomorrow’s Governance Problems Today**  
*Peter Dickinson and Bob Kriss*
- Why is a strong governance model critical to a successful sourcing relationship
  - What should a “good” governance model look like
  - How to achieve the desired state of good governance
  - The practical application of governance post contract signature
- 3:15 – 3:45 pm**      **Expedited Contracting – Delivering More Value Efficiently**  
*Linda Rhodes and Brad Peterson*
- Understand and focus on client objectives
  - Establish and execute against a project plan for the contracting process
  - Leverage expertise and experience
- 3:45 pm**              **Program Conclusion**