

15th Annual Technology and Outsourcing Conference

LESSONS LEARNED FROM MAJOR TRANSACTIONS

Agenda

September 14, 2023

TIME (Central)	DURATION	TOPIC AND SPEAKER
9:15 – 9:30	15 min	Boot Camp Registration
9:30 – 11:30	2 hour	<i>(Optional)</i> Outsourcing Boot Camp
11:30 – 12:15	45 min	Lunch & Registration
12:20 – 12:25	5 min	Welcome Remarks <i>Brad Peterson</i>
12:25 – 12:45	20 min	Technology & Outsourcing Dealmaking in Uncertain Times <i>Brad Peterson</i>
12:45 – 1:45	1 hour	Market Perspectives from Sourcing Advisors <i>Julian Dibbell, Mayer Brown (Moderator)</i> <i>Eric Anderson, West Monroe</i> <i>Liz Evans, PwC</i> <i>Jon Lightman, ISG</i>
1:45 – 1:55	10 min	NETWORKING BREAK
1:55 – 2:20	25 min	Optimizing Deal and Negotiation Processes <i>Joe Pennell</i>
2:20 – 2:50	30 min	How Artificial Intelligence Changes Deal Terms <i>Marina Aronchik and Rich Assmus</i>
2:50 – 3:15	25 min	Leveraging Customer-Facing Platforms <i>Rohith George</i>

TIME (Central)	DURATION	TOPIC AND SPEAKER
3:15 – 3:25	10 min	NETWORKING BREAK
3:25 – 3:55	30 min	Addressing the Latest European Regulatory Developments in Contracts <i>Ana Bruder and Oliver Yaros</i>
3:55 – 4:15	20 min	Unpacking the China Data Laws <i>Gabriela Kennedy</i>
4:15 – 4:55	40 min	Contracting for ERP Implementation Success <i>Paul Chandler and Linda Rhodes</i>
4:55 – 5:00	5 min	Closing Remarks <i>Brad Peterson</i>
5:00 – 6:30	1.5 hour	NETWORKING RECEPTION
