Program Overview 2015

Forrester Leadership Boards are exclusive peer groups for exchanging best and next practices to win in a disruptive marketplace.

› **Prepare for rapid change.** Our powerful networks help you anticipate how technology change impacts your customers and business.

› **Increase confidence in your decisions.** Dedicated advisors connect you one-on-one with peers who share your experience.

› **Improve your effectiveness**. Exclusive content equips you to improve your programs and results.

The Sourcing & Vendor Management (SVM) Council comprises approximately 70 senior-level IT sourcing and vendor management professionals.

Top Member Challenges

Members' challenges drive the Sourcing & Vendor Management Council's agenda throughout the year. Popular challenges include:

› Aligning the VM strategy and company strategy.

› Best practices in software licensing.

› Contracting for cloud versus on-premises solutions.

› Developing rate cards with preferred providers.

› Enforcing supplier IT risk metrics.

› IT vendor risk analysis.

› Measuring the success of the VMO office.

› Measuring vendor performance and improving SLAs.

› The future role of the VMO.

› Vendor management toolsets.

Questions? Contact the Sourcing & Vendor Management Council relationship team:
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HOW THE SOURCING & VENDOR MANAGEMENT COUNCIL CAN HELP

The Sourcing & Vendor Management Council program overview is created and updated based on the needs of our members and includes a variety of meetings and deliverables. We support our members through:

› **Facilitated problem-solving with your peers.** As a Sourcing & Vendor Management Council member, you are part of a trusted global community of SVM leaders. Forrester proactively organizes and facilitates ongoing in-person and virtual events as well as one-to-one member exchanges designed to tackle your most pressing challenges.

› **Exclusive content.** Members benefit from several unique deliverables, including a customized maturity model. These deliverables are exclusive to members.

› **A dedicated advisor for personalized support.** Each member of the Sourcing & Vendor Management Council works with a dedicated advisor who will partner with you to create a plan to address your key objectives and challenges and to ensure that you most effectively utilize your Sourcing & Vendor Management Council resources.

SAMPLE EVENTS CALENDAR 2015

All topics listed below will be virtual events unless indicated as an "In-Person" event.

Q1

January		February		March	
27	Tracking & Planning For Emerging Technology	17	Exploring The Impact Of Cloud Sourcing Models On Your Sourcing Strategy	18	Preparing For Oracle's Year End: Contracting The Best Value
Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls	

Q2

April		May		June	
27/28	Forum: Forrester's Forum For Technology Management Leaders	19	Preparing For Microsoft's Year End: Contracting The Best Value	1	In-Person: SVM Council Spring 2015 EMEA Member Meeting
29	In-Person: SVM Council Spring 2015 NA Member Meeting			2/3	Forrester's Forum For Technology Management Leaders EMEA
				18	How To: Preparing For Your Salesforce.com Negotiations
Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls	

Q3

July		August		September	
15	Auditing Your Suppliers: What To Ask, When, And How	18	The State Of Data Security And Privacy And Its Impact On Your Vendor Relationships	16	Understanding The True TCO Of Cloud Services
Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls	

Q4

October		November		December	
14	In-Person: SVM Council NA Member Meeting, Boston, Mass.	17	Preparing For SAP's Year End: Contracting The Best Value	2	In-Person: SVM Council EMEA Member Meeting, London
				16	Best Practices For Software Pricing And Licensing
Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls		Ongoing advisor, peer, and analyst calls	

*Subject to change prior to distribution of final event invite.

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