# Program Overview

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 80 senior-level IT SVM professionals.

## Top Member Challenges

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

› How do I effectively manage vendor risk?

› What are innovative ways to cut costs?

› How do I achieve innovation with suppliers?

› How do I measure and communicate the value of SVM?

› What should I take into account as I reassess my strategic software sourcing strategy?

› How do I build my vendor governance capabilities?

### 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.

Questions? Contact the Sourcing & Vendor Management Council relationship team:
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› **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** | |
|---|---|---|---|---|---|
| 15 | Navigating SaaS Governance And Risk | 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 | 2 | In-Person: SVM Council Spring 2015 EMEA Member Meeting |
| 29 | In-Person: SVM Council Spring 2015 NA Member Meeting | | | 3-4 | Forrester's Forum For Technology Management Leaders |
| | | | | 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 & How? | 18 | The State Of Data Security and Privacy And The Impact To 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** | |
|---|---|---|---|---|---|
| 5 | In-Person: SVM Council Fall 2015 NA Member Meeting | 4 | In-Person: SVM Council Autumn 2015 EMEA Member Meeting | 16 | Best Practices For Software Pricing And Licensing |
| | | 17 | Preparing For SAP'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 | |

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

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