

China Outsourcing Summit™

China is emerging as a major offshore sourcing destination

Be among those who profit early from this critical new offshoring trend

**DECEMBER 13-15, 2006
WUZHOU GUEST HOUSE
SHENZHEN, CHINA**



WWW.CHINAOUTSOURCINGSUMMIT.COM

Explore profitable new sourcing trends with

- Top Gartner Offshore Analysts
- CIOs and Senior IT Executives
- The Leading Global Service Providers

Featured Speakers:



JAMIE POPKIN

Group Vice President & Research Fellow, Gartner

International team leader for Gartner in China and India. Senior advisor to the China Business Continuity Management Association.



PARTHA IYENGAR

Gartner Research Vice President

Recently seen on "60 Minutes" and extensively quoted by the press. Actively tracks the competitive positioning of leading global offshore service vendors.

CHINA NATIONAL HOSTS

National Development
& Reform Commission
People's Republic of China
Ministry of Information
Industry of People's
Republic of China
Ministry of Science &
Technology of People's
Republic of China
Shenzhen Municipal
Government

CHINA PREMIER SPONSOR

accenture
埃森哲

PRIMARY MUNICIPAL HOST

Shenzhen National
Software Export Base

Gartner

China: Emerging Global ICT Superpower, ITO and BPO Leading the Way



Gartner

Jamie Popkin
 Group Vice President & Research Fellow, Gartner
 Chairperson, China Outsourcing Summit 2006

China is taking on the global Information and Communications Technology (ICT) industry in a very big way. Its goal is to develop leading worldwide brands across the entire ICT spectrum: hardware, software, telecommunications, semiconductors and sourcing. While India has grabbed global mindshare on outsourcing, China is determined to be its worldwide competitor in ITO and BPO.

China offers a massive low-wage and increasingly skilled workforce. And while there are literally thousands of Chinese ITO and BPO companies, outsourcing to China is relatively unexplored territory for most enterprises. Which is why we are inviting CIOs, Sourcing Officers and Outsourcing VPs from midmarket to FORTUNE 1000 companies to join us in China to meet:

- Gartner's Insight Session- Experience powerful insight from the leading analysts in the global sourcing marketplace. Working with thousands of companies both in China and around the world, our analysts have uncovered the key to truly optimising your sourcing decisions and actions.
- Planned attendance and exhibitions from China's six major national software export bases (Shenzhen, Beijing Zhongguanchun, Shanghai Pudong, Dalian, Tianjin Huayuan and Xi'an)
- Chinese Government presentations- A special session by the national hosts covering Chinese policies and industry issues.
- Networking Opportunities- Secure the best ROI from your key contacts by building solid, personal relationships with key decision makers and industry peers at scheduled networking events.

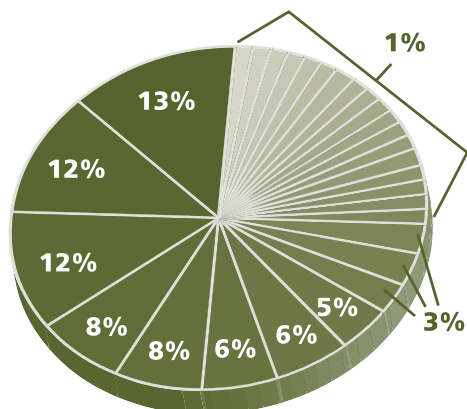
The China Outsourcing Summit is an unprecedented opportunity to meet with the major outsourcing players in this emerging powerhouse offshoring center – early – when the most profitable opportunities abound.

We hope that you will join us in China this December.

Sincerely,

Jamie Popkin

A Glance at Visitors to Gartner Global Outsourcing Summits



Senior Decision-Maker Profile

- | | |
|--|--|
| AVP = 1% | SVP and Head of Transition Office = 1% |
| Director Global HRIS = 1% | VP & Engagement Manager = 1% |
| Director IT Outsourcing = 1% | Worldwide IT Procurement & Contracts Director = 1% |
| Director Systems Engineering = 1% | IT Director = 3% |
| Director, Application Development = 1% | IT Strategic Sourcing Director = 3% |
| EVP = 1% | Vice President, Enterprise Applications = 3% |
| Global IT Sourcing Director = 1% | Sr. Director = 5% |
| Global Sourcing IT Manager = 1% | SVP Information Systems = 6% |
| Group Engagement Manager = 1% | CTO = 6% |
| Managing Director = 1% | SVP and Chief Sourcing Officer = 8% |
| Purchases Group Manager = 1% | Manager = 8% |
| Sourcing Manager = 1% | Director = 12% |
| Sr. IT Risk Manager = 1% | VP/GM = 12% |
| Strategic Sourcing Manager = 1% | CIO = 13% |
| SVP & CIO = 1% | |

HOW TO PARTICIPATE

SENIOR IT & SOURCING EXECUTIVES

Complimentary, Expense-Paid Summit Packages Are Available For...

- CIOs
- CEOs
- COOs
- CMOs
- VPs and Directors of IT/IS
- CFOs
- Other key Decision-Makers responsible for the evaluation, recommendation and purchase of IT solutions, products and services.

Our invitation-only audience of CIOs, Outsourcing Officers and Outsourcing VPs not only gain insight meeting with the top Gartner sourcing analysts and participating in high-level peer-to-peer networking, they also meet in private Case Study Presentations with the world's leading global service providers from China, as well as the United States.

As a result of attending the Summit, our Executive Guests return to their offices with a quality list of Service Providers who meet their sourcing criteria – consolidating months of meetings into 3 business intensive days.

As an Executive Guest, You Will Receive:

- Roundtrip economy airfare
- Deluxe hotel accommodations
- All meals and social functions
- Full Summit Registration

To see if you qualify, go to:

www.chinaoutsourcingsummit.com/us/registration/application.php

Contact:

Michael Whiley
Marketing Manager, Gartner Events APAC
+ 61 2 9459 4739 or
Email: outsourcing.china@gartner.com

TECHNOLOGY PROVIDERS

Case Study Presentations are the only way for Technology Providers to participate at this popular China Outsourcing Summit

To arrange your Case Study Presentation, contact:

Patrick Morris
Senior Director, Gartner Events APAC & Japan
Phone: +81 3 3481 3655
Email: patrick.morris@gartner.com

Reserve Your Case Study Presentation Today

To Meet Corporate Executives Making 2006 Outsourcing Decisions

- Achieve the highest ROI of any business activity in the offshore sourcing marketplace
- Consolidate months of business trips into a single two-day cycle
- Present to C-Level executives actively looking for your type of outsourcing services
- Learn about best practices in leveraging global sourcing

Limited Case Study Sponsorships Available to Global Suppliers of:

- Application Development Services
- Application Maintenance
- Business Process Outsourcing
- Help Desk Services
- IT Infrastructure Outsourcing
- Packaged Application Support

“Very efficient use of time. I found some new products and strengthened some old relationships. Well done, Gartner”
Senior Executive, Datel Systems

AGENDA*

WEDNESDAY, DECEMBER 13

- 13:00 – 17:00 Registration
- 16:00 – 17:00 Roundtable Discussions (Executive Guests Only)
- 17:10 – 18:00 **Gartner Insight Session: IT and the Rise of the East**
Speakers: Jamie Popkin & Partha Iyengar
- 18:00 – 18:50 **Gartner Insight Session: What to do about China?**
Speaker: Rolf Jester
- 18:50 – 20:50 Welcome Reception

THURSDAY, DECEMBER 14

- 07:00 – 7:50 Welcome Breakfast
- 08:00 – 9:50 Case Study Presentations
- 10:05 – 10:50 Welcome Address
- 10:50 – 11:50 **Gartner Keynote: Outsourcing Today: ITO,BPO and Offshore Trends Shaping Your Future** *Speaker: Ian Marriott*
- 12:00 – 12:30 Premier Sponsor Session
- 12:30 – 13:30 Welcome Lunch
- 13:30 – 14:20 **Gartner Insight Session: Sourcing strategies in practice**
Speaker: Jim Longwood
- 14:30 – 15:40 Case Study Presentations
- 15:55 – 16:45 **Gartner Insight Session: Avoiding Recurring Problems in Outsourcing Deals** *Speaker: Rolf Jester*
- 16:55 – 17:45 **Gartner Insight Session: Emerging Offshore Opportunities and Risk by Service Line** *Speaker: Partha Iyengar*
- 17:45 – 19:45 China Outsourcing Pavillion
- 19:45 – 21:15 Networking Reception

FRIDAY, DECEMBER 15

- 07:00 – 07:50 Breakfast
- 08:00 – 08:50 **Gartner Insight Session: Best methods for Evaluating Service Providers** *Speaker: Jim Longwood*
- 09:00 – 10:10 Case Study Presentations
- 10:25 – 11:15 **Gartner Insight Session: Top Reasons Why Offshore Deals Fail**
Speaker: Ian Marriott
- 11:15 – 12:15 Lunch
- 12:15 – 13:25 Case Study Presentations
- 13:40 – 14:30 **Gartner Insight Session: Security Considerations with Global Sourcing** *Speaker: Partha Iyengar*
- 14:30 – 16:30 China Outsourcing Pavillion
- 16:30 – 17:30 **Gartner Closing Panel Discussion** *Speaker: Jamie Popkin*
- 17:30 – 19:00 Awards Dinner

“The Summit afforded us the opportunity to speak directly to an outstanding audience of potential partners, prospects, as well as current clients.”

Director Corporate Communications, USi

OUTSOURCING TODAY: ITO, BPO AND OFFSHORE TRENDS SHAPING YOUR FUTURE

Speaker: Ian Marriott

A key ingredient for success in Disciplined Multisourcing is that your organization has up-to-date knowledge about the market

- that you have a current and comprehensive view of IT and business process outsourcing, offshore trends, and user practices
- to provide the solid underpinnings and reference for all your sourcing decisions. We present Gartner's view of the current state of ITO, BPO and Offshore to ensure that you have this foundation knowledge to confidently develop and execute your Multisourcing strategy?
 - * What is the current state of ITO, BPO and offshore in terms of trends, user behaviors, and adoption?
 - * How are my competitors using outsourcing to support and enable their business strategy?
 - * What changes are on the horizon that will shape my future outsourcing decisions?

SOURCING STRATEGIES IN PRACTICE

Speaker: Jim Longwood

Successful multisourcing starts with a sourcing strategy and then moves ahead with disciplined execution. Gartner's Sourcing Strategy self assessment tool is presented as a way to determine and develop your sourcing capabilities:

- * Successful multisourcing starts with a sourcing strategy and then moves ahead with disciplined execution. Gartner's Sourcing Strategy self assessment tool is presented as a way to determine and develop your sourcing capabilities.
- * How can organizations build their business-oriented sourcing strategy?
- * What are the critical success factors and lessons learned in making sourcing decisions?

AVOIDING RECURRING PROBLEMS IN OUTSOURCING DEALS

Speaker: Rolf Jester

Gartner analysts receive many queries from clients experiencing recurring first generation outsourcing deal problems, typically involving clients with 500 to 5,000 desktops. An analysis of these inquiries highlights some trends and indicates that many challenges are easily avoidable and that well-documented best practice approaches are available to assist clients and service providers. The mini-case studies presented summarise nine recurring situations we see that involve a range of service providers. For each a synopsis of the client's scenario is outlined, and some of the common considerations that organizations need to analyse when assessing their circumstances is provided:

- * How should organizations assess their outsourcing and service-delivery situations?
- * Which outsourcing and service-delivery problems are easily avoidable?
- * What best practices are available to assist both the client and service providers?

EMERGING OFFSHORE OPPORTUNITIES AND RISKS BY SERVICE LINE

Speaker: Partha Iyengar

As companies look to expand the envelope of their offshore initiatives and start evaluating new(er) service lines, there is often a new learning curve to go through, since past experiences with the traditional offshore 'sweet spot' of Applications Services and low-end BPO do not apply very well in these newer service lines. The opportunities and risks of doing so are evaluated in this presentation:

- * What are the dynamics and 'maturity quotient' of emerging offshore service lines?
- * What are the risk-benefit considerations and tradeoffs of each service line?
- * What new vendor evaluation and management skills do enterprises need to leverage these new opportunities?

BEST METHODS FOR EVALUATING SERVICE PROVIDERS

Speaker: Jim Longwood

Many organizations have institutionalized evaluation and selection processes to make engagement with a provider fast, but not necessarily right. The need to have efficient evaluation and selection processes is not going away, but by focusing on the speed of the process, organizations have unintentionally supported compulsive outsourcing, rather than best value selections that align with the sourcing strategy. This presentation focuses on the processes, practices and behaviors that need to be strengthened and addresses these key issues:

- * What practices must be adopted to ensure that the evaluation and selection process is aligned with the sourcing strategy?
- * How do you integrate the evaluation of delivery capabilities into the evaluation and selection process?
- * How do you structure a thorough but efficient selection process?

TOP REASONS WHY OFFSHORE DEALS FAIL

Speaker: Ian Marriott

Many companies rush into offshore outsourcing deals with high expectations, but are disappointed when expected benefits fail to materialise. In this presentation we identify the top common failure points for offshore deals and the ways in which these failures can be avoided through appropriate advance planning:

- * What are the reasons that offshore deals fail?
- * What can be done to ensure offshore deal success and client satisfaction?

SECURITY CONSIDERATIONS WITH GLOBAL SOURCING

Speaker: Partha Iyengar

We outline best practices for ensuring that sourcing, IT and security work better together, and detail the security requirements to consider with global sourcing:

- * How should security affect global sourcing decisions?
- * How do specific country risks and service provider controls impact sourcing decisions?
- * What are the best practices, terms and conditions, and tools for incorporating security into sourcing?

Develop and Validate 2007 Sourcing Strategy with Insights from Top Offshore Gartner Analysts

Gartner analysts are on the frontlines of outsourcing – advising clients on the dynamics on the marketplace and how to engage the best vendors for outsourcing services. They have written thought-leading research on outsourcing, are often quoted in the press, and even shape the outsourcing industry with their research insights and recommendations.

You will hear from the whole analyst team during this research-intensive Summit – and can arrange to meet firsthand with those Gartner analysts with the specific expertise to address your most pressing outsourcing challenges and questions.

FOR PARTICIPATING ANALYSTS



Jamie Popkin
Group Vice President & Research Fellow

Mr. Popkin serves as international team leader for China and India. In that role, he is Gartner's senior executive responsible for business and client relationships in those countries. Mr. Popkin currently serves as senior advisor to the China Business

Continuity Management Association. In his previous position, Mr. Popkin served for 2.5 years as worldwide Head of Research for Vertical Industries and Gartner Asia/Pacific & Japan. In his 13-year career with Gartner, Mr. Popkin has held a variety of management and analyst positions including Global Head of Vendor Relations and Chairman of U.S. Symposia.



Ian Marriott
Research Vice President

Ian Marriott is a research vice president in Gartner Research, where he is responsible for the external service provider area. His focus is on outsourcing with a particular emphasis on strategic sourcing and offshore outsourcing. Mr. Marriott

leads Gartner's offshore research community, which focuses on IT and business process outsourcing, global sourcing and delivery models, emerging supply markets and best practices. He is a frequent speaker and presenter at numerous Gartner and external forums and events around the world, and is extensively quoted in the national and international press.



Partha Iyengar
Research Vice President

He has written thought-leading research on AD process capability and global AD issues, and has done extensive research in global delivery. He actively tracks the business models of the leading offshore services vendors from India and other emerging

countries and their competitive positioning with the traditional global service providers. His research interests also encompass assessing the impact of the growing global delivery paradigm on the traditional global IT services marketplace.



Rolf Jester

Rolf Jester is a vice president and distinguished analyst in Gartner Research's IT services and management team. Mr. Jester is responsible for directing Gartner's research in the Asia/Pacific IT services market, providing industry analysis and strategic advice for regional and global service providers, investors and government policy makers.



Jim Longwood
Research Vice President

James Longwood is a research vice president in Gartner Research, where he is part of the Asia/Pacific IT services team. He is responsible for undertaking research on sourcing best practices, trends and external service providers in the Asia/Pacific

IT services market, as well as for providing industry analysis and strategic advice for regional Gartner clients and IT sourcing policy makers.

GARTNER ESTABLISHES STRONG PRESENCE IN CHINA

Gartner recently established a wholly owned foreign enterprise (WOFE) based in Beijing to accelerate business growth in the People's Republic of China in order to better serve Chinese companies and multinational clients operating in China.

Over the past three years, we have increased our investment in China substantially—opening research offices in Beijing and Shanghai that now support 12 analysts covering all aspects of the technology industry, including: hardware, software, IT services, telecommunications and semiconductors. Additional resources will be added in line with our business growth in China.

In 2002, Gartner established a Representative Office in Shanghai focused on Research, enabling us to help global companies understand local technology market capabilities. Our events help local businesses understand how to benefit from technology, while offering local vendors the opportunity to showcase their products and services to the external world. In addition, over the next 2 to 3 years, we plan to introduce a best practice and peer exchange environment to develop senior-level technology management skills, and a broader range of consulting services to support local projects.

Our activities to date have established a strong foundation for our core research business in China. Our global clients look to Gartner for an independent perspective on the domestic market and the capabilities of the local technology providers. Likewise, many companies based in China are investing heavily in technology as they strive to become more globally competitive.

This China Outsourcing Summit will provide you with an unsurpassed opportunity to benefit by Gartner's research capabilities in this rapidly growing economic powerhouse and introduce you to the major players in the marketplace.

Sponsorship Opportunities Contact

Patrick Morris

Snr Director, Gartner Events APAC & Japan

Phone +81 3 3481 3655 patrick.morris@gartner.com

The Gartner Difference

When you attend a Gartner conference, you have full access to the most respected IT research and advisory services in the world.

Gartner Facts:

- Over 1,100 research analysts and consultants in 75 locations worldwide
- We advise over 10,000 clients on technology and business strategy
- Our EXP program, exclusive to CIO's has over 2,000 members

Why Choose a Gartner event?

Keep in mind these statistics:

- More than 25,000 Decision-Makers attend Gartner events every year around the world
- 95% recommend the Gartner conference experience to their colleagues

Gartner events are the only global meeting points where you can get the full benefit of the depth and objectivity of Gartner Research. This invaluable resource will hone your competitive edge and help your company make the right strategic decisions in order to get the best value out of IT investments.

GET ACTIONABLE ADVICE ABOUT THE CHALLENGES OF CHINA OUTSOURCING

- What are the real risk-adjusted costs savings of outsourcing TO CHINA?
- How can I effectively manage outsourcing deals with CHINESE SERVICE PROVIDERS?
- What are the RISKS AND REWARDS of sending work to emerging outsourcing countries like China?
- Can I go BEYOND OUTSOURCING APPLICATIONS - to whole business processes and infrastructure?

REGISTRATION INFORMATION: 2 WAYS TO PARTICIPATE / REGISTER

1) Complimentary Summit Travel Packages for Selected China Outsourcing Summit IT Executives

As an Executive guest, you will receive:

- Roundtrip airfare
- Deluxe hotel accommodations
- Meals and social functions
- Full Summit Registration, which includes: Case Study Presentations, One-on-One Meetings with Gartner Analysts and Technology Providers, access to Industry Insight Sessions and Keynote, admission to the China Outsourcing Pavilion and networking functions

To see if you qualify, complete the online survey at

<http://www.chinaoutsourcingsummit.com/us/registration/application.php>

Contact:

Michael Whiley +61 2 9459 4739 or outsourcing.china@gartner.com

2) Technology Provider

Purchase a Case Study Sponsorship package, and you will receive the following items in addition to your opportunity to present Case Study Presentations:

- One-on-One Gartner Analyst Meetings
- Attendance at Gartner Insight Sessions and Keynote
- Exhibit at the China Outsourcing Pavilion
- Access to networking functions

Contact:

Patrick Morris +81 3 3481 3655 or patrick.morris@gartner.com

HOTEL INFORMATION



December 13-15, 2006

Wuzhou Guest House

Shenzhen, China

No. 6001, Shennan Rd., Shenzhen, P. R. China

Postcode: 518034

Phone: 0086.755.82938000

Fax: 0086.755.83831797

For additional hotel and conference information, please go to www.chinaoutsourcingsummit.com

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National Development & Reform Commission People's Republic of China • Ministry of Information Industry of People's Republic of China
Ministry of Science & Technology of People's Republic of China • Shenzhen Municipal Government

PRIMARY MUNICIPAL HOST

Shenzhen National Software Export Base

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http://www.accenture.com/Global/Services/Global_Delivery_and_Sourcing/Services/GlobalSourcing.htm

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