

Press Release

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China Outsourcing Summit Brings CIOs and Sourcing Executives to Mainland China to Explore New Offshore Options

Bedford, New Hampshire, United States, October 28, 2005 -- Vision Events, a Gartner, Inc. (NYSE: IT) company, announced today the inaugural China Outsourcing Summit, which will be held December 5 – 7 at the Wuzhou Guest House near Shenzhen, China. This event is being hosted by China National Hosts: National Development & Reform Commission People's Republic of China; Ministry of Science & Technology of People's Republic of China; and the Shenzhen Municipal Government. The Municipal Host for this event is Shenzhen National Software Export Base.

“China is rapidly becoming a major global player in the information and communications technology (ICT) industry. Its goal is to develop leading worldwide brands across the entire ICT spectrum: hardware, software, telecommunications, semiconductors and sourcing,” said Jamie Popkin, group vice president and research Fellow at Gartner. “While India has grabbed global mindshare on outsourcing, China is determined to be a strong competitor in IT outsourcing (ITO) and business process outsourcing (BPO).”

“As the ‘next big shore’ in offshore sourcing strategies, China offers a low cost of labour and increasingly skilled workforce. There are literally thousands of Chinese ITO and BPO companies, yet outsourcing to China is a relatively unexplored territory for most businesses,” said Philip McKay, Vision Events group vice president and general manager. “That is why Vision Events is bringing 120 chief information officers and senior sourcing executives to China to meet first-hand with Chinese IT firms as well as Chinese government officials.”

During this two and a half day summit, an invitation-only audience of senior IT decision-makers will attend 10 Gartner analyst presentations on the opportunities and challenges of outsourcing to this emerging ITO and BPO market. Analyst presentations will include *The State of the China ICT Market 2005, Overview of Global Outsourcing & How China is Positioned, Offshore Growth Accelerators and Inhibitors in China*.

Between Gartner analyst presentations, IT executives will also meet in small groups with Chinese outsourcing firms in Case Study Presentations. A hallmark of the successful Vision Events model, these Case Study Presentations provide IT executives and Chinese service providers with a private setting to begin dialogues that often lead to strategic partnerships and pilot outsourcing initiatives. Throughout the summit, IT executives and representatives of Chinese firms can also meet at the China Outsourcing Pavilion to continue discussions. Current sponsors include WorkSoft Creative Software Technology Ltd. at the highest level as a China Premier sponsor, as well as Platinum summit sponsors Achievo Corporation, Apeon Corporation, Cathay InfoTech, Freeborders and ZenSar Technologies.

In addition, chief information officers (CIOs) and sourcing executives will have an opportunity to meet with Chinese government officials to learn about the current economic climate as well as laws and policies affecting outsourcing deals.

Media sponsors for this event include *ComputerWorld Hong Kong; IT CEO/CIO China; China Daily, China Information World; China Computerworld Online/China Computerworld; CIO Times, Forbes.com, Fortune China; and CNIES*.

About the China Outsourcing Summit

The inaugural China Outsourcing Summit will bring CIOs and senior sourcing executives from midsize to global 1,000 businesses together with Gartner analysts and leading and emerging Chinese IT outsourcing firms to explore outsourcing options in mainland China. The summit includes Gartner analyst presentations, private Case Study Presentations, a China Outsourcing Pavilion, awards reception and networking functions. More information on this summit is available at www.chinaoutsourcingsummit.com.

About Vision Events

Vision Events, a Gartner, Inc. (NYSE: IT) company, is a leading producer of highly focused business events that bring resellers and end users together with leading and emerging technology providers in private boardroom appointments to form strategic partnerships and secure new business in the technology sector. Each event, both domestic and international, is designed to enable technology providers to establish new alliances and build new business with high-level decision-makers who participate by invitation only. For more information, visit www.visionevents.com.

About Gartner

Gartner, Inc. (NYSE: IT) is the leading provider of research and analysis on the global information technology industry. Gartner serves more than 9,000 clients, including CIOs and other senior IT executives in corporations and government agencies, as well as technology companies and the investment community. The Company focuses on delivering objective, in-depth analysis and actionable advice to enable clients to make more informed business and technology decisions. The Company's businesses consist of Gartner Research and Events for IT professionals; Gartner Executive Programs, membership programs and peer networking services; and Gartner Consulting, customized engagements with a specific emphasis on outsourcing and IT management. Founded in 1979, Gartner is headquartered in Stamford, Connecticut, and has over 3,900 associates, including more than 1,200 research analysts and consultants in more than 75 countries worldwide. For more information, visit www.gartner.com.

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