

Driving Innovation and Cost Savings in Network and IT Infrastructure Deals

IT Management & Procurement

INVITATION ONLY EVENT!

Local networking opportunity

Focused on enterprises

Transformation technologies

Solutions to familiar challenges

September 13, 2017

Minneapolis | Lafayette Club Minnetonka Beach MN

Driving Innovation and Cost Savings

Network and IT Infrastructure Deals

New technologies are driving rapid change across the economy. To realize the inherent competitive advantages, enterprises are replacing legacy technologies with flexible, scalable successors such as cloud computing, advanced mobility, software-defined infrastructure, and collaboration tools. When properly implemented, this kind of transformative change creates improved performance and saves money.

In this Minneapolis end-user focused conference TC2 will provide large enterprise users the opportunity to share experiences, challenges and successes — free of vendor pitches and marketing hype. We'll discuss successful strategies for driving the changes needed to shape network and IT infrastructure services to improve efficiency, reduce costs, and enable business transformations. We will review a range of technologies, identify the key risks when negotiating and contracting for them, and share advice for how to protect your company from unexpected surprises.

Time	Session
12:00 - 12:45	<i>Registration and Lunch Buffet</i>
12:45 - 1:00	<i>Welcome and Introduction</i>
1:00-1:50	<i>Unpacking the Next Wave of Network Services Innovation: SD-WAN and Broadband Aggregation</i> SD-WAN leads most enterprises' thinking about their next generation network planning. We will look at the latest developments and strategies for procuring, driving cost reductions and structuring transactions for the service components needed to make your SD-WAN strategy successful, with a deep dive on broadband aggregation offerings, as well as reviewing the services and vendors currently leading this network transformation.
1:50-2:40	<i>Managed Services and Outsourcing</i> The drive for savings and innovation leads many enterprises to outsourced or managed service solutions. We will examine the most effective and innovative strategies for sourcing and structuring these arrangements, including the best ways to enter such a relationship when your leverage is at its highest and how to exit it if it doesn't work out as planned.

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Time	Session
2:40 - 2:55	Break
2:55-3:45	<i>Making Mobility and Wireless Work Better for Your Enterprise</i> Wireless technologies and services are central to most enterprise communications strategies and procurements. This session will cover the leading edge trends in mobile deals and identify the strategies large enterprises are using to effectively manage their mobile services, costs and contracts.
3:45 – 4:35	<i>Keeping Your Spend Under Control</i> Technology demands continue to outpace growth in technology budgets. When every penny counts, knowing the most effective TEM, billing compliance and inventory management practices that best in class organizations deploy will help you bridge the gap between the money you have and the money you need to spend.
4:35-5:15	<i>Learning from Experience: How to Meet the Challenges of Digital Transformation</i> To finish our day, a panel of sourcing and IT experts will share their real-life experiences successfully leading their companies through a significant sourcing/network transformation. Through an informal sharing of case studies, we'll discuss strategies that worked (and perhaps mention those that did not) for pushing major corporate organizations along the technology curve.
5:15	<i>Networking Reception</i> Join us for a drink, some food, and relaxed conversation.

Registration Information

- Yes**, I would like to attend.

Name

Company

Address

Phone

E-mail

- Yes**, I would like to attend and I am bringing the following individuals with me.

Name

Company

E-mail

Name

Company

E-mail

Name

Company

E-mail

Name

Company

E-mail

- No**, I can't attend, but I would like you to send information to the following individual who **would** like to attend.

Name

Company

E-mail

Ways to register: Registration Code, if applicable: _____

- E-mail your registration to: MSPConference@lb3law.com
- Fax your registration to 202-223-0833
- Mail your registration to:

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Attn: Michaeleen Terrana

The Seminar will be held at the Lafayette Club, 2800 Northview Road, Minnetonka Beach, Minnesota on **Wednesday, September 13, 2017.**

If you are unable to attend, you are welcome to send a substitute.



Levine, Blaszak, Block & Boothby, LLP ("LB3") focuses on telecommunications and technology law, with particular emphasis on the representation of large users, including almost one-half of the Fortune 100. LB3 has extensive experience in negotiating custom network service agreements, network outsourcings, and related transactions on behalf of large users. Together, LB3's 11 partners have assisted enterprise customers in connection with over 1,000 network services agreements and related transactions and have more than 250 years of experience in the field. Beyond transactions, LB3 is the leading representative of large end users and IT companies before the FCC and other regulators, and is the first choice of large end users whose relationships with their communications providers have broken down. LB3 also advises clients in connection with software licenses and telecom-related acquisitions.



TechCaliber Consulting, LLC ("TC2") helps major businesses get the most out of their voice services, data networks and managed services at the lowest possible cost. TC2 cuts through carrier efforts to obscure prices by establishing target prices before negotiations begin using a wealth of hands-on experience in the market for corporate voice and data services and managed network operations. TC2 works with clients to support and/or lead the proposal process, negotiations and develop strategies for technology transformation, enhanced by its affiliation with LB3. Most importantly, TC2 helps clients structure their obligations to maximize each client's permanent, ongoing leverage as real prices decline, new technologies emerge, and telecom industry upheaval reshapes both domestic and international procurement options. TC2 works primarily for large multi-national companies, supporting over 100 deals each year that range in value from a few million dollars to over \$1 billion.