

Leading Associations around the world unite

To applaud the success of the industry in addressing COVID-19 & set a clear vision for its future

THE LAUNCH OF THE GT&BSC

GLOBAL
TECHNOLOGY & BUSINESS SERVICES
SERIES

FOUNDING MEMBERS OF THE GT&BSC



OBJECTIVES OF GT&BSC

Promote the industry globally, capturing and sharing the value it adds and the innovations it drives

PROMOTE



GROWTH

Advance industry growth.



Provide a global network to develop and share best practice around the world

NETWORK



PROFESSIONALISE

Professionalise the industry, globally, and attract the best talent to work in it.



Work collaboratively on global research programmes and thought leadership.

RESEARCH



THOUGHT LEADERSHIP

Create a united global forum to develop and share new operating models and frameworks





GLOBAL
TECHNOLOGY & BUSINESS SERVICES
SERIES

ONE INDUSTRY. ONE VISION. TRULY GLOBAL

30th November – 1st December 2020

GLOBAL TECHNOLOGY & BUSINESS SERVICES SERIES

The Global Technology & Business Services Council is delighted to present its inaugural conference programme. The Global Technology & Business Services Series marks the launch of a truly unique, global initiative which represents the world's premier gathering of global technology and business services professionals. The programme launches with keynote presentations delivered on the 30th November and 1st December 2020, and will be followed by a series of monthly deep dive events. The Series will be delivered as a virtual programme due to travel restrictions and limitations still in place in many countries across the world.

30th November – 1st December 2020



ONE *INDUSTRY*

COLLABORATIVE THOUGHT LEADERSHIP

PHOTO BY IVAN SAMKOV ON PEXELS



VISION FOR THE FUTURE

PHOTO BY EFREN BARAHONA ON UNSPLASH

ONE VISION

The Series signifies a world first, as the industry comes together in a wholly global and collaborative manner for the first time ever. Inspired by the phenomenal response across sourcing partnerships around the world when COVID-19 struck, an alliance was formed between 12 major associations for technology and business services around the world, to both applaud how the industry responded, and, with a firm commitment to collaborate to create a global vision for the future of the industry. This Series is not a platform to learn about technology futures, nor is it a forum to discuss the future of business processes and customer experience – it's much more than that. This Series will look at how the services industry will challenge, collaborate and co-create to deliver exceptional innovations and phenomenal business value to buyers and providers alike. We will delve into subjects from surviving then thriving through a global pandemic through industry best practice to pushing for essential business changes. Additionally, this Series will champion imperative matters including impact sourcing, supplier diversity, inclusion and belonging, modern slavery and sustainability, with the intent to drive significant change. The global nature of this Series makes making that change a very viable reality.

TRULY *GLOBAL*

The leading associations around the world are pooling their insights, membership bases and contacts to collaborate on this world leading Series. Together we have and continue to curate the leading keynote speakers and advisors from around the world to provide delegates with a very rare yet very true view of the industry from a global perspective.

The critical intent of this Series is to provide organisations around the world – buyers, service providers and advisors – with firstly a vision for the future of the global technology and business services industry, focusing on the macro-economic perspective of our industry. All major themes and topics will then be debated and discussed as the Series unfolds over the coming months, leaving delegates feeling highly motivated and passionate about the opportunities ahead of them, yet armed with clear ideas on how to handle the numerous challenges they are and will no doubt face.



PHOTO BY RP._.STUDIO ON PEXELS

WHO SHOULD *ATTEND?*



PHOTO BY JULIA M CAMERON ON PEXELS



ENTERPRISE
BUYERS

EMERGING
TALENT

SERVICE
PROVIDERS

ADVISORS

Who should attend?

The Series has been designed to enable delegates to listen to and learn from the most influential industry professionals from across the globe.

Enterprise Buyers: This Series has been developed for business and team leaders who believe strategic sourcing, global partnering and collaborative innovations are central to the future of their business strategy. The Series is sector agnostic and wholly inclusive. If you actively partner, or run shared service centres, this Series will have a whole lot of something vital for you.

Service Providers: This Series will deliver a clear indication of the future of the industry and enable providers to steer their development strategies and map out plans as Service Provider 2.0 really takes hold. Industry leaders will share their challenges and what's keeping the C-suite up at night. Equally you will learn how enterprise buyers are reshaping their operations, businesses even, and be given the opportunity to understand their challenges, and how, as a collaborative partner you should respond.

Who should attend?

Advisors: As professionals advising one or both sides of the sourcing equation this Series will provide you with a bird's-eye view of the challenges being faced by enterprise clients and how they are changing their operating models to address them; with a view of both the reactive responses from service providers, but also their proactive visions for industry change, arming you with the very latest insights from the industry.

Emerging talent: Although the Series has been designed with industry leaders in mind, the GT&BSC is acutely aware that the biggest issue our industry faces is a lack of talent. As such, we will be running an Emergent Talent Forum stream as part of this Series, which breaks all the key subjects down in an easily digestible way that will give clear understanding of the challenges and opportunities of the industry, but also put fire into the bellies of those new to the industry by listening to those that lead its future. This is a not to be missed stream that is essential viewing for future team managers and industry leaders. Inspire your next!



CLIMB NEW HEIGHTS

PHOTO BY ENRIQUE FERNANDEZ ON UNSPLASH

WHAT

will the

SUMMIT

cover ?

What will the Series cover?

We have curated a Series that brings together the industry's luminaries from around the world to deliver an exclusively global view on the challenges and opportunities for our industry that will provide all delegates with a clear understanding of what they need to build into their own company roadmaps for the year / years ahead. We have designed this Series to make an impact, but more so to make a difference. This Series will not only guide you through the changes you know you need to make, but it will inspire you to do so much more – it will inspire you to transform, to innovate and to drive beneficial change in areas you did not know possible.

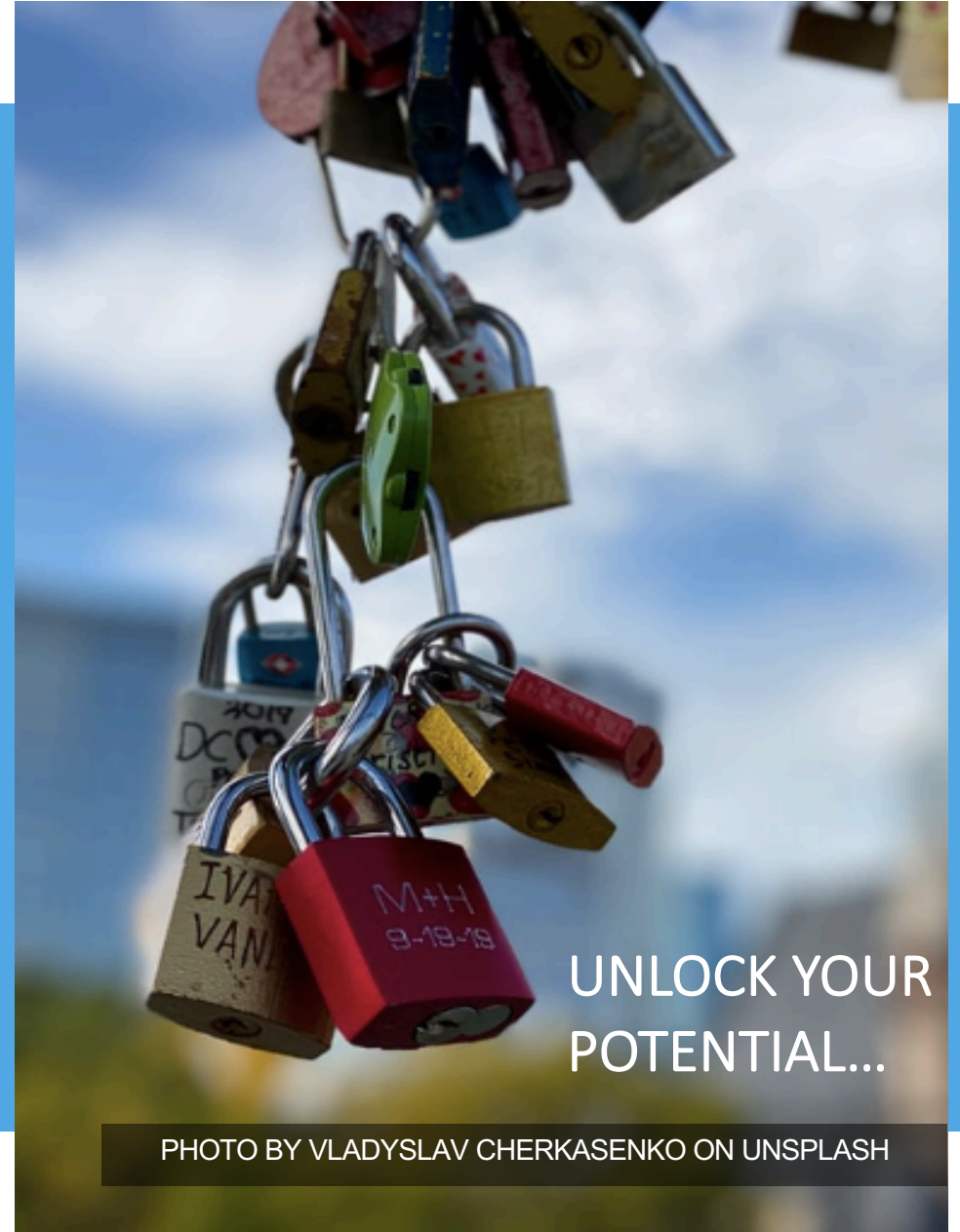
AGENDA

- Recalibrating for Resiliency: 2021 Key Issues Study – latest research from Everest Group
- Analyst debate or analyst collusion? We let the analysts have their say in a panel discussion
- A phenomenal global response to COVID– the GT&BSC applauds the industry’s response
- A look at global operating models and footprints – how multinationals are changing strategies
- Buyer challenges and opportunities – a panel discussion
- Service provider 2.0 – the reinvention is happening at speed
- GT&BSC – vision for the future and topics for the Series

TOPICS

- Technology – disruptor and enabler of business transformation and improvement
- Collaboration – making it work
- Talent: Reskilling and upskilling the global workforce
- Open talent and the rise and rise of gig
- Impact sourcing
- Supplier diversity

6 Benefits from *Attending*



UNLOCK YOUR
POTENTIAL...

PHOTO BY VLADYSLAV CHERKASENKO ON UNSPLASH

This truly unique event series, brought to you by the world's leading industry associations and bodies, will provide you with a clear and decisive vision for the future of our industry, clear of any pre-fixed agendas – purely independent, impartial opinion.

- 1** To be part of a truly unique, global conference series – a world first!
- 2** Hear the very latest views from the industry's thought leaders
- 3** Gain a truly global view of what's happening in the industry
- 4** Learn from global captains of industry how they are pivoting their sourcing strategies for business advantage
- 5** An opportunity to share your insights to drive the change you would like to see across the industry
- 6** To “meet” and engage with industry peers to make new lifelong connections through our visual, interactive discussion groups

WHY YOU SHOULD ATTEND THE SUMMIT



EDUCATIONAL OPPURTUNITIES

No matter how experienced you are, everyone can learn. The Summit is designed to expose you to new business ideas that you can apply and arm you with thought leadership to shape your future.

PHOTO BY SUSAN YIN ON UNSPLASH



NETWORKING WITH PEERS

Collaboration is key. Meet your peers at the Summit in interactive discussion groups and help each other uncover ideas and spark inspiration.

PHOTO BY AVANGELINE SHAW ON UNSPLASH



POSITION YOURSELF AS AN EXPERT

Build your personal and corporate profile as an expert in your field. People like to associate with the experts in any industry. Clients feel good about doing business with those that are celebrated by their peers.

PHOTO BY PEGGY ANKE ON UNSPLASH



ENCOUNTER NEW VENDORS & SUPPLIERS

We bring some of the best people for you to get to know and learn from.

Discover innovative products and services for your business to stay competitive in today's fast-paced world.

PHOTO BY FAUXELS ON PEXELS



HAVE FUN

Being in business should be rewarding and fun. All work and no play can get you old fast. Never underestimate the power of a little fun mixed with some interesting people!

PHOTO BY CHRISTINA @ WOCINTECHCHAT.COM ON NSPLASH

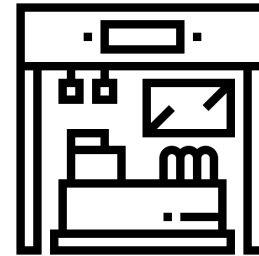
FEATURES OF THE SUMMIT



Thought Leadership
Sharing



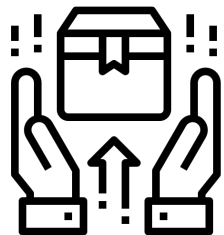
Panel Discussions



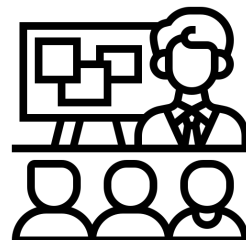
Showcase Virtual Booth



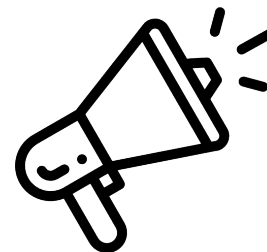
Celebrity Speakers



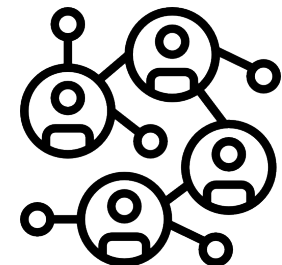
New Product &
Service Launches



Break-Out Workshops



Industry Announcements
& Sharing



Networking Opportunities



PHOTO BY PHOTO SCHOOL ON UNSPLASH

Can I SPEAK here?

Due to the prominence of this Series, we are hand selecting all keynote speakers to ensure we are delivering the upmost quality content to our senior delegates attending. There are opportunities open to sponsors to speak in breakout streams and on panels.

WHY SHOULD I SPEAK

- To be part of a truly unique, global conference series – a world first!
- The chance to be part of creating a global view for the sourcing industry moving forward
- Global exposure for you and your company
- An opportunity to share insights to drive change across the industry
- To meet and engage with industry peers to make new lifelong connections
- To demonstrate the best practice, you personally and your company adheres to
- Continue to promote your thinking post-event with our on-demand content



Can I **SPONSOR?**

We are seeking sponsorship, not to commercialise this event, but to fund additional, superb keynote speakers. If you are interested in sponsorship in order to align your brand with global industry thought leadership and best practice, we have a number of packages available. Please view sponsorship pack.

PHOTO BY PEDRO LASTRA ON UNSPLASH

BECOME A PARTNER

LEAD

PIPELINE

MARKET

BRAND

NETWORK

ESTABLISH THOUGHT LEADERSHIP

Demonstrate your company's expertise and authority with a customized speaking platform. The opportunity to participate directly in delivering educational content increases receptivity to your brand and sales efforts. Be top of mind when industry practitioners are looking for advice and solutions.

GENERATE QUALITY LEADS

Take advantage of the conference content to initiate thoughtful conversations with leaders. Our audience of senior level executives are strategic thinkers and decision-makers – exactly who you want to engage with to build new leads and nurture existing ones.

PROMOTE YOUR OFFERINGS

Further your branding and engage intimately with your desired audience. A virtual exhibition booth is ideal whether you have a new product launch, want to do demos or to stand out against the competition. Fast track your reputation and influence on your key prospects.

BRAND RECOGNITION

Consider the marketing exposure you will receive through our print and digital efforts, both internally and via our media partnerships. You will get weeks of pre-event exposure to your target audience. Think of it as a consolidated media buy.

NETWORK & COLLECT INTELLIGENCE

You will have ample opportunities to connect with your desired audience. Partake in the conference sessions and gain first-hand insights on what the industry is looking for so you can better position your product and/or service offerings.

PARTNERSHIP PACKAGES

Partnership Category		Pinnacle	Platinum	Gold	Silver	Supporting Partner	Virtual Exhibition
Price (USD)		20,000	15,000	10,000	5,000	2,000	1,500
Total Available Slots		Exclusive	3	5	5	10	20
Virtual Conference	Corporate video during intermission & pre keynote/panel session (T&C applies)	Yes (2 mis)	Yes (1min)	Yes (1min)	N/A	N/A	N/A
	Virtual Booth	10/Pavilion	5	3	1	1	1
	Virtual B2B Matching Platform	Yes	Yes	Yes	Yes	Yes	Yes
	Virtual Private Networking (post event for 2 days – hosted by partner)	Yes	Yes	N/A	N/A	N/A	N/A
	Virtual delegate passes to the summit	5	3	2	1	1	N/A
	Exclusive Logo branding and positioning throughout the summit	Yes	Yes	N/A	N/A	N/A	N/A
Media & Advertising	Media Interview	Yes	Yes	N/A	N/A	N/A	N/A
	Partners logo listing throughout the event	Yes	Yes	Yes	Yes	Yes	Yes
	Partners description on event website	500 words	250 words	150 words	100 words	N/A	N/A
	Promotional direct e-mail broadcast, post event to all registered attendees	Yes	Yes	Yes	N/A	N/A	N/A
	Access to recording of Webinar	Yes	Yes	Yes	Yes	Yes	N/A
	Social Media – mention of partners logo on GT&BSC social media platform	Yes	Yes	Yes	Yes	Yes	N/A
	E-Advertisement on event e-brochure	Full page (prominent)	Full Page (prominent)	Full Page (ROP)	Half Page (ROP)	Half Page (ROP)	N/A

PARTNER PACKAGE THEMES



Real Estate



Recruitment



Talent Development



Destinations



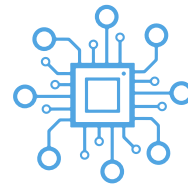
Service Provider 2.0



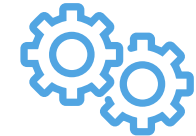
Analysts



Advisors



Technology



Automation

**GLOBAL
TECHNOLOGY** **&** **BUSINESS SERVICES
SERIES**

For more information about the GT&BSC please head to
our website [here](#)