

Partnership Benchmark Study

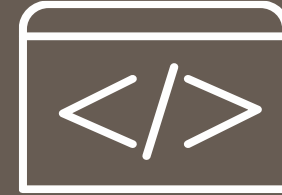
WHAT MAKES SUCCESSFUL PARTNERSHIPS?



State of the market: How do CIO's source for IT services?



What **drives success** – How to source successful IT delivery?



Partnerships - How do they perform?



PROCESS AND TIMELINE



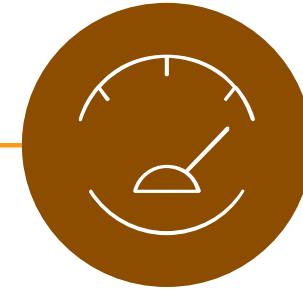
Interviews

December - March



Personal
feedback
sessions

April-June



Sourcing Event
And Report

End June



Geert Hendrickx



Vikrant Sarin



BOOK YOUR INTERVIEW NOW

link.cionet.com/PB20



1 Times 2 Information 3 Review

Pick a Date & Time

Timezone: Europe/Brussels (12:35:24 PM)

Dec 2, 2019 - Dec 12, 2019

Mon 12/2	Wed 12/4	Mon 12/9	Tue 12/10	Wed 12/11	Thu 12/12
2:00 PM	8:00 AM	8:00 AM	8:00 AM	11:00 AM	8:00 AM
2:30 PM	8:30 AM	8:30 AM	8:30 AM	11:30 AM	8:30 AM
3:00 PM	9:00 AM	9:00 AM	9:00 AM	12:00 PM	9:00 AM
3:30 PM	9:30 AM	9:30 AM	9:30 AM	12:30 PM	9:30 AM
4:00 PM	10:00 AM	10:00 AM	10:00 AM	1:00 PM	10:00 AM
4:30 PM	10:30 AM	10:30 AM	10:30 AM	1:30 PM	10:30 AM
5:00 PM	11:00 AM	11:00 AM	11:00 AM	2:00 PM	11:00 AM
	11:30 AM	11:30 AM	11:30 AM	2:30 PM	11:30 AM
	12:00 PM	12:00 PM	12:00 PM	3:00 PM	12:00 PM
	12:30 PM	12:30 PM	12:30 PM	3:30 PM	12:30 PM
	1:00 PM	3:30 PM	1:00 PM	4:00 PM	1:00 PM
	1:30 PM	4:00 PM	1:30 PM	4:30 PM	1:30 PM
	2:00 PM	4:30 PM	2:00 PM	5:00 PM	2:00 PM
	2:30 PM	5:00 PM	2:30 PM		2:30 PM
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