

AGENDA

Eracent User Group Meeting

Wednesday, November 19, 2008

Hosted by: GTSI Corp

2553 Dulles View Drive

Suite 100

Herndon, Virginia 20171-5219

Measuring and Maximizing IT Value to the Business

Please join us Wednesday, November 19, 2008 for the Eracent Forum on IT Asset Management, hosted by GTSI at their new Herndon, Virginia headquarters. This free one-day seminar is devoted to the business issues of IT, and how IT Asset Management adds to the success of the organization.

The Forum is an opportunity to listen, as well as discuss the issues driving the alignment of IT to the business with industry leaders and your peers. Eracent welcomes customers and those new to Eracent for an enlightening day.

Hear from the following industry leaders:

- Rick Bowdren, Supervisor of Asset Management, Cablevision
- Peter A. Sola, RF Code
- Kris Hall, Trident Contract Management
- Peter Beruk, Business Software Alliance
- Mark Sakulich, SAM Manager Xerox Corporation
- Eracent Subject Matter Experts

The Eracent Fall Forum is designed to meet the needs of: CFOs, CIOs, IT Directors, IT Financial Directors, IT Asset Managers, Software Asset Managers, Procurement Specialists, Hardware Asset Managers, and Compliance Officers.

The morning session focuses on identifying opportunities for IT asset management to deliver increased value to the business.

The afternoon session offers the customer-driven topics on how to enhance their ROI ITAM business practices through the features and functionality of Eracent products.

Time	Item	Comments
0900-0930	Introductions/Orientation	Continental Breakfast
0930-0950	Opening Comments/Keynote Peter Beruk	Ground Rules/Objectives/Admin Stuff
0950-1010	Peter A. Sola	RF Code will outline the major issues companies face in tracking their high-value IT assets and offer real-world examples of how innovative enterprises today are implementing active RFID solutions to automate this process and reduce their infrastructure management costs. Included in the discussion will be the specific examples of the impact these solutions have on increasing security and access control, compliance, inventory tracking and environmental monitoring.
1010-1020	Break	
1020-1050	Partner Presentation- Trident	Maintenance Contract Mgmt. The key to a successful program is to understand what goals you are looking to achieve and what resources you are willing to invest to achieve those goals. This discussion will focus on how building a proper foundation can support the growth of an effective internal IT contract and asset management program. We will use a maintenance contract management program as an example of how a progression of steps can lead to ever increasing levels of value for an organization.
1050-1100	Break	
1100-1230	General Roundtable Discussion	Discuss overall company/products; good/bad- feedback. Clients can ask questions they have submitted.
1230-1330	Working Lunch- supplied	Eracent SME's present/discuss product roadmaps for the Eracent suite. William Choppa Terry Divelbliss Jack Micklovich
1330-1530	Breakout meetings- Client Case Studies/Experiences	SME's available as session moderators. Discuss product specific issues. Share experiences for group. Discuss important topics identified by Eracent
1530-1545	Break	
1545-1615	General Session summary	Summarize days' events, solicit feedback on sessions
1615	End	