



Thursday, October 18, 2018

8:00 am - 9:00 am

8:00 am - 5:00 pm

9:00 am - 9:15 am

9:15 am - 10:00 am

10:00 am - 10:20 am

Continental Breakfast & Networking

Registration Open

Welcome & Opening Remarks

Moderator: Maryfran Johnson, Executive Director of CIO Programs, CIO Events and the CIO Executive Council

Turning Tech Innovation into Business Outcomes at E&J Gallo Winery

Sanjay Shringarpure, CIO, E&J Gallo Winery

For Sanjay Shringarpure, the CIO's job is a many-splendored role — equal parts navigator, entrepreneur and disruptor. "We have to help shepherd our companies through a vastly undulating, changing environment of tech innovation," says the CIO of E&J Gallo, the world's largest winery with more than 90 brands on the market. "But we must also challenge them on disruptive technologies that could change the business model entirely." Now five years into a sweeping technology and business transformation, Sanjay leads the 250+ person global information services team that manages all enterprise IT delivery and support for this \$2 billion, family-owned business. In this fireside chat with CIO's Maryfran Johnson, Sanjay will talk about his leadership priorities and challenges in producing business outcomes through tech innovation, creating deeper levels of business partnership, and nurturing an entrepreneurial mindset throughout his IT organization.

Disruptive Innovation Driver: The Role of SD-WAN Networks in Creating New Business Models

Amit Chatterjee, CEO, Open Systems

As 85% of businesses move from traditional wide-area networks (WANs) to software-defined WANs over the next few years, many of these enterprises will be discovering effective ways to securely create entirely new business models and business-critical applications, like IoT and AI, while ensuring business continuity. In this industry expert session, Open Systems' CEO Amit Chatterjee will share his thoughts on the compelling case for businesses to transition to a SD-WAN to launch new revenue streams, gain market share and deliver unique customer experiences -- all while optimizing budgets and addressing IT talent shortages.

10:20 am - 10:50 am

10:50 am - 12:20 pm

12:30 pm - 1:40 pm

[View the presentation](#)

Refreshment & Networking Break

The Trouble with Cloud Contracts: A CIO Crash Course in Managing Risk

Matthew Karlyn, Partner, Technology Transactions & Outsourcing Practice, Foley & Lardner LLP

J. Mark Urbis, VP and CTO, California Pizza Kitchen

Moderator: Maryfran Johnson, Executive Director of CIO Programs, CIO Events and the CIO Executive Council

Managing traditional vendor contracts is a skill most CIOs have mastered. But the new realities of negotiating with cloud providers — over everything from data aggregation and service levels to exit clauses — can be grim. “Expensive and agonizing” is how one healthcare CIO describes his recent decision to change from one major cloud vendor to another. “As a business leader enabling digital transformation, how do I keep the flexibility I need in a way that preserves my options?” Answering that question will be the focus of this highly practical CIO panel discussion and workshop session with Boston-based IT attorney Matt Karlyn, who negotiates cloud deals for a living. We’ll follow the panel conversation with collaborative table discussions and an additional Q&A with Matt for more specific legal advice and ideas.

["Key Issues Drafting Cloud Computing Agreements"](#)

["A Practical Framework For Managing Cloud Computing Risk"](#)

Networking Lunch with Hosted Discussion Tables

- Cloud Adoption, *hosted by Dialpad*
- AI in the Data Center, *hosted by ePlus*
- Navigating Through Complexities in a Multicloud World, *hosted by Juniper Networks*
- How Will You Tackle the Most Complex Security Threats?, *hosted by Kaspersky Lab*
- Secure Managed SD-WAN, *hosted by Open Systems*

- Digital Transformation Impact, *hosted by OpenText*
- Turning Shadow IT into Shadow Innovation, *hosted by Quick Base*
- Do You Know What's In Your Pocket? Mitigating Risk With Your Mobile Security Strategy, *hosted by SOTI Inc.*

1:45 pm - 2:30 pm

Business Model Makeover: How Beachbody Muscled Through its Digital Transformation

Elissa Christie, Group Vice President, Enterprise Technology, Beachbody, LLC

For fitness company Beachbody, pivoting from its classic DVD delivery model to on-demand video content streaming meant adopting a new e-commerce platform integrated with cloud-based content delivery, productivity and analytics. That work recently earned this privately-held California company a CIO 100 innovation award. But its ongoing transformation is as much about organizational change management as leading edge technologies. In this compelling look at the IT strategy behind a company with aspirations to become the Netflix of fitness content, supplements and healthy lifestyle products, Group VP of Technology Elissa Christie will talk about the lessons learned in this business model makeover.

2:30 pm - 2:50 pm

[View the presentation](#)

How AI and Cloud Will Reshape the Future of Business Communications

Brooke Julicher, VP, Enterprise Sales, West, Dialpad

Work doesn't work like it used to – especially when it comes to the way your employees rely upon a combination of voice, video, messaging and meetings to get their jobs done. The two biggest trends shaping the future of business communications are cloud and AI. While cloud helps the enterprise throw off the shackles of aging, on-premise software and systems, artificial intelligence is moving us into the future, eliminating busy work and unlocking valuable customer insights. In this industry expert session, you'll learn how a pure-cloud phone system – one that easily integrates across existing devices -- can accelerate your company's ability to serve the needs of today's modern, mobile workforce.

[View the presentation](#)

2:50 pm - 3:20 pm

CIO Publisher's Panel: Balancing Business Innovation with Operational Excellence

Doug Bannister, Founder & CTO, Omnivex Corporation

Mark Henson, National Practice Manager, ePlus

Greg Horton, Product Marketing Director, OpenText

Adam Dennison, Publisher, CIO; SVP/General Manager, IDG Events

While a rising number of business leaders see CIOs as strategic advisors, 73% of CIOs are struggling to strike the right balance between business innovation and operational excellence in today's fast-evolving digital business ecosystem. That is where technology providers can lean in and help out, says CIO Publisher Adam Dennison. In this lively, informative session, Adam will share key findings from our 2018 State of the CIO research on what's trending in cybersecurity and risk management, IT-business collaboration, tech spending and customer centricity as he engages his industry expert panelists on their best practices for working with enterprise customers. The panel will delve into the challenges their products and services are targeting, citing specific customer examples and offering experienced perspectives from their work with IT leaders across multiple industries.

[View the presentation](#)

3:20 pm - 3:45 pm

Refreshment & Networking Break

3:45 pm - 4:45 pm

The SecurIT Panel: CIOs and CSOs on Building a Cyber Security "Shock Absorber" for the Enterprise

Geoffrey Aranoff, VP and Head of Information Security, Western Digital

Ron Dilley, Chief Information Security Officer, Warner Brothers Entertainment, Inc.

Bill Martin, CIO, AEG

Michael Miora, SVP and CISO, Korn Ferry

Ron Schuman, Director, Strategic Sales, USA, SOTI Inc.

Moderator: Bob Bragdon, SVP/Publisher, CSO

Day-in-day-out security is a core competency that businesses of all sizes today must master. Those basics of blocking and tackling -- including responding to the daily assault of PII data breaches -- are now table stakes in a larger game being redefined by regulatory requirements like GDPR privacy compliance, shared risks within the digital business ecosystem and encroachments by adversarial nation-states. But beyond that, businesses

in 2018 must focus on building resiliency into their operations -- the kind of resiliency that allows an enterprise to take a hit and bounce back. Those business disruptions that can shut you down for weeks pose the greatest dangers to your company's future. In this candid and practical session, we'll hear from CIOs and CISOs about how they stay on top of the "table stakes" while at the same time building-in the right shock absorbers to keep the business moving forward.

4:45 pm - 5:00 pm

Closing Remarks

Moderator: Maryfran Johnson, Executive Director of CIO Programs, CIO Events and the CIO Executive Council

5:00 pm - 5:30 pm

Cocktail Reception