

WHAT

The Pick 3 Program consists of five 90-minute live, instructor-led sessions scheduled at mutually agreed upon days and times. Sessions are conducted using MS Teams for up to 10 named participants from a single company. Attendees receive copies of all session presentation materials.

WHO

This program benefits:

- **Telecom, Mobility & Cloud / IT Management Leaders** accountable for strategy and performance.
- **IT Finance Leaders and Professionals** accountable and responsible for financial control.
- **Sourcing & Procurement Leaders and Professionals** accountable and responsible vendor and supplier lifecycle management.
- **Telecom, Mobility & Cloud / IT Operations Professionals** responsible for technology management operations.

Invite members of your team responsible and accountable for the 3 topics you select for your program.

Popular Initiative & Priority Topics	Popular Challenge Topics
Technology Expense Management (TEM) Vendor Evaluation	TEM or MMS Solution Implementation Delays or Failures
Managed Mobility Services (MMS) Vendor Evaluation	Resolving Steady-State Performance Disputes with TEM or MMS Vendors
Implementing / Preparing to Implement a TEM or MMS Solution	Carrier or Network Provider Solution Implementation Delays or Failures
Vendor Performance Evaluation (Contracts, SLAs, SLOs, etc.)	Resolving Steady-State Performance Disputes with Carriers or Network Providers
Acceptable Use Policy Creation / Refresh	Obtaining Credits for Vendor Overbilling / Overpayment
BYO Program Evaluation / Creation	Asset / License / Service Inventory Accuracy
Technology Audit & Optimization (Validation / Cost Reduction)	Synchronizing MACDs with Inventory
Asset / License / Service Inventory Management & Validation	Asset / License / Service Lifecycle Management Process Quality Assurance & Control
Contract Management (Performance Reporting)	Resolving Missed Performance SLAs (Any Vendor Type)
Establishing Team KPIs & Performance Dashboards	Illustrating the Value of Technology Management in Business Terms

SESSION AGENDAS**SESSION #1**

- Discuss the 3 selected initiatives, priorities, challenges
 - Review answers to structured questions provided before session #1.
 - Explore goals / outcomes and objectives for each topic.

SESSION #2

- Topic #1
 - Best practices that improve operational efficiency.
 - Best practices that eliminate financial waste.
 - Objectives, goals, and performance targets for topic #1.

SESSION #3

- Topic #2
 - Best practices that improve operational efficiency.
 - Best practices that eliminate financial waste.
 - Objectives, goals, and performance targets for topic #2.

SESSION #4

- Topic #3
 - Best practices that improve operational efficiency.
 - Best practices that eliminate financial waste.
 - Objectives, goals, and performance targets for topic #3.

SESSION #5

- Action plan for topic #1
 - Discuss what success looks like moving forward.
 - Discuss priorities and next steps.
- Action plan for topic #2
 - Discuss what success looks like moving forward.
 - Discuss priorities and next steps.
- Action plan for topic #3
 - Discuss what success looks like moving forward.
 - Discuss priorities and next steps.