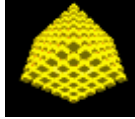


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Fifth Annual International Smart-Sourcing Conference, September 21-23, 2006
Los Angeles, CA, USA

Final Conference Program

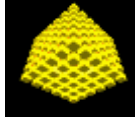
Time Slot	Event	Description
Thursday - September 21, 2006		
11:00 AM – 7:00 PM	Registration	Registration Area Open
12:00 – 9:30 PM	Vendor Booths	Booth Area Open
1:00 PM – 2:00 PM	Welcome Session Chair: Shailendra Palvia	Welcome Remarks by Conference Chairperson Welcome Remarks by Local Chairperson Strategic Sourcing of Innovations by Kevin DeSouza Welcome Remarks by Program Chairpersons
2:00-2:15 PM	Break	Coffee
2:15-3:45 PM	<i>Parallel Session I</i> Macro Issues: Global & National Chair: Mahesh Raisinghani	<ul style="list-style-type: none"> Identifying Risks and Success Factors of Information Systems Smart Sourcing → Mahesh Raisinghani, Texas Woman's University Ethics and Global Outsourcing → Deborah Roach Gaut, Luis Ma. R. Calingo, California State University, Long Beach A Framework for Analyzing Offshore IT Outsourcing Readiness and Attractiveness → Olayele Adelakun, Tamarat Aligaz Managing Outsourcing Relationships → Dimitri Nikouline, Murano software
	<i>Parallel Session I</i> Micro Issues – Organizational, Functional, Project Chair: Vijay Raghavan	<ul style="list-style-type: none"> Evidence based guidelines for managing offshore software outsourcing relationships → Nilay Oza, Mika Ahokas, Helsinki University of Technology An Investigation of Lifecycle of Outsourcing Relationship → Vijay V. Raghavan, Northern Kentucky University Structuring a Successful Outsourcing Contract → Milton B. Whitfield, Haynes and Boone, LLP
3:45-4:00 PM	Break	Coffee
4:00-5:00 PM	Plenary Session Ajay A. Palvia Ice	<ul style="list-style-type: none"> Vendors/Consultants & Researchers/Clients on 2 sides Mutual Introduction – including expertise/interest areas (15 minutes)



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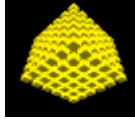
	Breaker/Initiating Networking Chair: Ajay A. Palvia	<ul style="list-style-type: none"> • Generation of 4-5 clusters of interest (10 minutes) • Round table discussions of goals, means, schedules (25 minutes) • Wrap-up (10 minutes)
6:30-9:30 PM	Reception Chair: Anupam Palvia	Sponsored by Key Management Group Music, Dance, Cultural Show, Cash Bar
Friday - September 22, 2006		
7:30 AM-5:00 PM	Vendor Booths	Booth Area Open
7:30 AM-5:00 PM	Registration	Registration Area Open
7:30-8:00AM	Breakfast	Breakfast Area
8:15-9:45 AM	Keynote Speech Breakfast Session Chair: Olayele Adelakun	<ul style="list-style-type: none"> • Welcome Remarks by Conference Chairperson Shailendra Palvia • Keynote Speech by Brad Listerman (40 minutes)-- Opportunities and Challenges in Offshoring Film Production to India • Presentation by Uttiya Dasgupta (25 minutes) Grow Your Offshoring Muscles in Phases: Do a Crawl-Walk-Run, Omnispan • 5 minutes each by exhibitors and sponsors – KMG, Omnispan, Murrano Software (15 minutes)
9:45-10:00 AM	Break	Coffee
10 AM - 11:45 AM	CIO/CEO/Executive Roundtable Chair/Moderator: Shailendra Palvia	Top Five Vendor Issues <ol style="list-style-type: none"> 1. Gathering data to make a compelling proposal to the client 2. Lack of communication with the client during the critical phases 3. Attrition of company's staff by the client before completion of knowledge transfer 4. Lack of documentation of client's existing processes (or systems) 5. Availability of experts on the client's processes (or systems) during knowledge transfer



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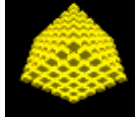
		<p>Top Five Client Issues Will be revealed at the conference</p>
12:00 noon – 12:45 PM	Lunch	Sponsored by Omnispan
12:45 PM - 2:30 PM	<p>Keynote Speeches Plenary Session Chair: Prasad Padmanabhan</p>	<ul style="list-style-type: none"> • Remarks by Conference Chairperson • Keynote Speech by Suman Taneja (40 minutes) -- Global Outsourcing – Seven Keys to Success • Keynote Speech by Cyrill Eltschinger (40 minutes) Your Competitive Edge: China, the New Global Technology Outsourcing Hub • Short Speech by KMG representative (10 minutes)
2:30-2:45 PM	Break	Coffee
3:00-4:30 PM	<p><i>Parallel Session II</i> Macro Issues: Global & National Chair: Sam Bansal</p>	<ul style="list-style-type: none"> • Real Beneficiaries of Outsourcing Activities: The Case of Targets → Prasad Padmanabhan, St. Mary's University • Global Outsourcing Socio-Economic Concerns → Sam Bansal, Consultant • Mitigating Outsourcing Risks and Transaction Costs: A Case of Nearshoring in Europe → Uladzimir Radkevitch, Marco de Haas, Erasmus University • Challenges in off-shore outsourcing (for Small & Medium sized US businesses) → Prasad Khandkar, Winsoft Technologies India Private Limited
	<p><i>Parallel Session II</i> Micro Issues – Organizational, Functional, Project Chair: Rene Riedl</p>	<ul style="list-style-type: none"> • Outsourcing vendor selection All roads lead to Rome – but which decision strategy is the best? → René Riedl, Johannes Kepler University • Organizational Learning and Knowledge Transfer in Outsourced Custom Software Development Project Teams: A Tale of Two Studies → Evelyn Barry, Texas A&M University • Offshoring Data Collection for a Research Project to India: A Novel Experience → Shailendra Palvia, Long Island University and Prashant Palvia, University of North Carolina at Greensboro • Understanding Risk in IT Outsourcing: A Conceptual Fuzzy Framework → Saji K. Mathew, T A Pai Management Institute



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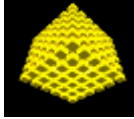
4:30 PM - 5:30 PM	Global Outsourcing Quiz Bowl Chair/Conductor: Anupam Palvia	<ul style="list-style-type: none"> Global Outsourcing Quiz Bowl between Researchers and Practitioners conducted by Mr. Anupam Palvia, Getway Computers
Saturday - September 23, 2006		
8:00AM- 12:00 noon	Vendor Booths	Booth Area Open
8:00AM- 12 noon	Registration	Registration Area Open
7:30 AM- 8:00 AM	Breakfast	Breakfast Area
8:15 AM- 9:00 AM	Workshop	Managing an Offshore IT Project: → Mohan K. Babu, Infosys, India
9:00 AM – 10:30 AM	<p><i>Parallel Session III</i></p> <p><i>Macro Issues: Global & National</i></p> <p>Chair: Kailash Joshi</p>	<ul style="list-style-type: none"> Guidelines for implementing offshore Initiatives: a stakeholder analysis perspective → Kailash Joshi, University of Saint Luis Offshoring behavior of service firms: Policy implications for firms & nations → Désirée van Gorp, Pieter Klaas Jagersma, Alexander Livshits, Nyenrode University Beyond Economic Justification for Outsourcing: Agenda for Future Research? → James E. Walters, Ramesh Dangol, Sushil K. Sharma, Ball State University



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<p>9:00 AM – 10:30 AM</p>	<p><i>Parallel Session III</i></p> <p><i>Micro Issues – Organizational, Functional, Project</i></p> <p>Chair: Richard Platt</p>	<ul style="list-style-type: none"> • The Hilton Sandestin Beach Outsourcing High Speed Internet Access → Richard G. Platt, William C. Carper, Michael McCool, The University of West Florida • 'New and Innovative Solutions' in outsourcing' What's the difference between "Smart-Sourcing" and "Outsourcing"? → Don Ganguly, Equinox Corporation • A theoretical model to assess Vendor performance in an Outsourcing Relationship → Prashant Palvia, Ruth King, Shailendra Palvia, The University of North Carolina at Greensboro, Long Island University • Outbranching: A New Approach to Software Development Outsourcing → Tejroop S. Sehmi, Carlos J. Navarrete, California State Polytechnic University
<p>10:30AM - 10:45 AM</p>	<p>Break</p>	<p>Coffee</p>
<p>10:45 AM – 12:15 PM</p>	<p><i>Plenary Session</i></p> <p><i>Macro Issues: Global & National</i></p> <p>Chair: Deborah Roach Gaut</p>	<ul style="list-style-type: none"> • Offshore BPO and IT Outsourcing: A Framework for Addressing Key Issues and Questions to Maximize Profit and Minimize Risk → Abraham Asher, Deborah Roach Gaut, California State University, Long Beach • Leveraging Global IT Capabilities by SMEs Through Online Marketplaces → Uladzimir Radkevitch, Eric van Heck, RSM Erasmus University • Outsourcing – a bridge between yesterday & tomorrow in the Insurance market → Uni Krishnan, Key Management Group

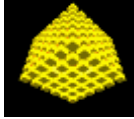


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GLIMPSES FROM THE PAST

2004 Conference, Dallas, TX



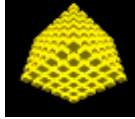


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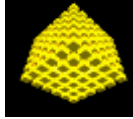


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