



Everest Group

Elevate – Dallas 2025 / Agenda

Date and Time	Session Type	Session Title	Speakers, Titles & Companies
Wed, Sep 10 2:00 PM - 3:30 PM CDT	Workshop	Workshop - Systems of Execution: Crafting Value Propositions that Make Agentic AI Work	Abhishek Singh , Partner, Everest Group Chirajeet Sengupta , Managing Partner, Everest Group Ambhi Ganesan , Partner, AI & Analytics, IBM
Wed, Sep 10 3:45 PM - 5:15 PM CDT	Workshop	Workshop - Selling Tech Services in a Crowded Market – How to Win the Price & Value Battle	Perneet Malhotra , Head of IT Procurement, Vanguard Abhishek Sharma , Managing Partner, Everest Group Ricky Sundrani , Partner, Everest Group
Wed, Sep 10 5:15 PM - 7:00 PM CDT	Reception	Welcome Reception	
Wed, Sep 10 6:30 PM - 8:00 PM CDT	Reception	AR Social Hour	
Thu, Sep 11 8:00 AM - 9:00 AM CDT	Networking meal	Networking Breakfast	
Thu, Sep 11 9:00 AM - 9:35 AM CDT	Keynote	Opening Keynote - What's Next for Tech Services: Adapting to Disruptions and Enterprise Demands	Rajesh Ranjan , Managing Partner, Everest Group Chirajeet Sengupta , Managing Partner, Everest Group
Thu, Sep 11 9:35 AM - 10:10 AM CDT	Keynote	CEO Series Part 1: Fireside Chat with Ravi Kumar: A CEO's View on Growth, AI, and What Comes Next	Ravi Kumar S , Chief Executive Officer, Cognizant Rod Bourgeois , Managing Partner, DeepDive Equity Research Bob Safian , Founder, The Flux Group
Thu, Sep 11 10:10 AM - 10:45 AM CDT	Keynote	CEO Series Part 2: Fireside Chat with Venu Lambu: How Services Leaders Win Big in the AI Economy	Jimit Arora , CEO, Everest Group Bob Safian , Founder, The Flux Group Venu Lambu , CEO and Managing Director, LTIMindtree
Thu, Sep 11 10:45 AM - 11:05 AM CDT	Demo	Fuel Up and Power Smarter Pricing	
Thu, Sep 11 10:45 AM - 11:05 AM CDT	Networking break	Networking & Coffee Break	
Thu, Sep 11 11:05 AM - 11:35 AM CDT	Breakout	Mid-Market Growth Acceleration – The Playbooks that Actually Work	Nitish Mittal , Partner, Everest Group Ronak Doshi , Partner, Everest Group
Thu, Sep 11 11:05 AM - 11:35 AM CDT	Breakout	Turning Procurement from Gatekeeper to Growth Partner: Strategies to Win Faster & Smarter Deals	Amy Fong , Partner, Everest Group Dawn Tiura , CEO, SIG ORG
Thu, Sep 11 11:40 AM - 12:10 PM CDT	Breakout	Accelerating Sustainable Revenue in Growth Markets: EMEA and APAC in Focus	Nitish Mittal , Partner, Everest Group David Rickard , Partner, Everest Group Chirajeet Sengupta , Managing Partner, Everest Group
Thu, Sep 11 11:40 AM - 12:10 PM CDT	Breakout	From Service Delivery to Strategic Growth	Janet Butler , EVP, Head of Global Sales Life..., Medidata (Dassault Systèmes) Lisa Madion , Sr. Vice President of Global Client..., Unisys Abhishek Singh , Partner, Everest Group
Thu, Sep 11 12:15 PM - 1:00 PM CDT	Keynote	Breaking Out of Pilot Purgatory: Architecting Enterprise AI Platforms with AWS Process-to-Agent	Rohan Karmarkar , Director, APO Technology, AWS



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Thu, Sep 11 1:00 PM - 2:00 PM CDT	Networking meal	Networking Lunch	
Thu, Sep 11 2:00 PM - 2:45 PM CDT	Keynote	CEO Series Part 3: How Tech & Services CEOs Are Rethinking Growth	Bob Safian , Founder, The Flux Group Ritesh Idnani , CEO & Managing Director, Firstsource Solutions Karthik Krishnamurthy , CEO, Ascendion Yusuf Tayob , CEO, Perficient
Thu, Sep 11 2:50 PM - 3:30 PM CDT	Breakout	Leveraging Partner Ecosystems for Exponential Market Growth	Jason Kelley , Managing Partner, IBM Sid Nair , Cloud Growth Lead, Americas, Accenture Sandra Notardonato , SVP, Cognizant Technology Solutions Chris O'Connell , EVP, Global Sales & Alliances, Rhino.ai Rima Olinger , Director - US Consulting Partners, AWS
Thu, Sep 11 3:30 PM - 3:55 PM CDT	Networking break	Networking & Coffee Break	
Thu, Sep 11 3:30 PM - 3:55 PM CDT	Demo	Take a Break with Tashi	
Thu, Sep 11 3:30 PM - 4:00 PM CDT	Networking break	Ask An Analyst Break	
Thu, Sep 11 4:00 PM - 4:30 PM CDT	Breakout	The Services Industry in AI Era— Opportunities, Threats, & How to Win	Abhishek Singh , Partner, Everest Group Rod Bourgeois , Managing Partner, DeepDive Equity Research
Thu, Sep 11 4:30 PM - 5:15 PM CDT	Keynote	CEO Series Part 4: The Emerging Edge – How CEOs Are Redefining the Rules	Peter Bendor-Samuel , Founder, Everest Group Amit Shah , Founder & CEO, InstaLILY AI Nikunj Bajaj , CEO, TrueFoundry
Thu, Sep 11 5:15 PM - 7:15 PM CDT	Demo	Evening Reception & Networking	
Fri, Sep 12 8:00 AM - 9:00 AM CDT	Networking break	Breakfast	
Fri, Sep 12 9:00 AM - 9:40 AM CDT	Keynote	Beyond Innovation Theater: Build Real-World Playbooks that Drive Growth	Richard Sear , Managing Partner, Everest Group
Fri, Sep 12 9:45 AM - 10:15 AM CDT	Breakout	Customer-Led Growth: Importance of Understanding your Buyer's Perspective	Kyle Hayden , CTO, Everest Group David Rickard , Partner, Everest Group Amit Yadav , Global Business Services Leader
Fri, Sep 12 9:45 AM - 10:15 AM CDT	Breakout	Improving Profitability: Contracting for Outcomes that Make Financial Sense	Achint Arora , Partner, Everest Group Rahul Gehani , Partner, Everest Group Kunal Verma , Vice President, Everest Group
Fri, Sep 12 10:20 AM - 10:50 AM CDT	Breakout	Being an Integral Part of the GCC and GBS Strategy	Akshay Mathur , Partner, Everest Group Abhishek Sharma , Managing Partner, Everest Group Anurag Nigam , Global Partnership Leader, AWS



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Fri, Sep 12 10:20 AM - 10:50 AM CDT	Breakout	Making Influence Pay Off	Jeanna Blatt , Global Sr. Director of Corporate, Hewlett Packard Enterprise Katrina Menzigian , VP, Analyst Relations Engagement, Everest Group Emma Handler , Global Head of Communications, Persistent Systems Bill Hopkins , Founder & CEO, The Knowledge Cap Group
Fri, Sep 12 10:50 AM - 11:20 AM CDT	Networking break	Networking & Coffee Break	
Fri, Sep 12 10:50 AM - 11:20 AM CDT	Demo	Take a Performance Break with Price Genius	
Fri, Sep 12 11:20 AM - 12:00 PM CDT	Keynote	Keynote: The Chief Growth Officer Agenda - Unlocking the Next Era of Large Deal Growth	Sudhir Chaturvedi , Chief Growth Officer & CEO, NTT DATA Glen Rodrigues , Principal (Partner), Deloitte
Fri, Sep 12 12:00 PM - 12:30 PM CDT	Networking break	Ask An Analyst Break	
Fri, Sep 12 12:00 PM - 12:30 PM CDT	Demo	Take a Performance Break with Price Genius	
Fri, Sep 12 12:30 PM - 12:45 PM CDT	Awards	Elevate Honors: Celebrating Excellence in Growth, Impact, and Innovation	
Fri, Sep 12 12:45 PM - 1:15 PM CDT	Keynote	From Strategy to Execution: Must Make Moves for 2026	Jimit Arora , CEO, Everest Group
Fri, Sep 12 1:10 PM - 2:00 PM CDT	Meal	Grab and Go Lunch	