

Sourcing, Proc & Vendor Mgmt

Tsuyoshi Ebina
VP Analyst



- Sourcing, Procurement and Vendor Management Leaders
- Contracting for Products
- Contracting for Cloud
- IT Services and Solutions Strategy and Selection
- Contracting for Services

Akimasa Nakao
Principal Analyst



- IT Services and Solutions Strategy and Selection
- Sourcing, Procurement and Vendor Management Leaders
- Available sourcing options for digital business in Japan

Ryuichi Tsuchiya
Sr Director Analyst



- Contracting for Services
- Sourcing, Procurement and Vendor Management Leaders
- Contracting for Cloud
- Vendor Management Strategy and Operations
- IT Services and Solutions Strategy and Selection

Satoshi Yamanoi
Managing Vice President



- CIO Innovation and Strategic Business Change Leadership
- IT strategic planning
- IT service contract negotiations
- IT service vendor management

Tech & Service Provider

Peter Havart-Simkin
Sr Director Analyst



- Corporate Development for Tech CEOs
- Product Strategy and Launch for Tech CEOs
- Marketplace
- Product Planning
- IoT and IIoT strategy from a business and technology perspective

Wataru Katsurashima
Sr Director Analyst



- Product Planning
- Product Development
- Product Life Cycle Management
- Data Center Infrastructure
- Cloud and Edge Infrastructure

Rika Narisawa
Assoc Principal Analyst



- IT spending analysis by industry in Japan
- IT spending trends and buying behaviors by vertical industries

Misako Sawai
Principal Analyst



- IT services market share, Japan
- IT services market forecast, Japan
- BPO market, Japan

*Expert list subject to change. Gartner one-on-one meetings are first come first served.

Meet the Gartner experts

CIO Research

Yuko Adachi
Distinguished VP Analyst



- Planning IT talent acquisition and development
- Creating a bimodal team
- Managing IT organization transformation
- Managing culture and mindset changes to accelerate digital business transformation
- Motivating senior IT staff members

Dave Aron
Distinguished VP Analyst



- Creating powerful digital business strategies, including chief digital officer role
- The evolving role of digital dragons Like Amazon and Alibaba Group
- Exploiting AI for business success
- The evolving role of digital China

Tsuneo Fujiwara
VP Analyst



- IT strategy and digital business strategy creation, communication and transition to execution
- Digital and business transformation
- Digital innovation
- Evolving role of the CIO and CIO-CxO relationship
- Bimodal IT organization

David Furlonger
Distinguished VP Analyst



- Blockchain
- Strategy and emerging business and IT trends
- Innovation
- Financial Services
- Digital Transformation

Hiroyuki Katayama
Sr Director Analyst



- IT investment optimization
- Business value of IT
- IT cost optimization
- IT cost transparency
- Value of IT department

Hung LeHong
Distinguished VP Analyst



- Building and Expanding a Digital Business
- Digital Disruption and Innovation
- Understanding digital business opportunities & transformation
- New sources of competitive advantage

Yoshi Matsumoto
VP, Advisory



- Building and Expanding a Digital Business
- How do CIOs to manage post M&A integration both in domestic and global?
- How do CIOs create a business-focused strategy for information and technology and communicate its value?
- How do CIOs improve communication with CxOs?

Alvaro Mello
Managing Vice President



- Personal leadership development
- Future of the CIO role
- How CIOs can prepare and transition to new roles at C-level
- How to foster innovation
- Digital business strategy and bimodal as a source of innovation of products and services in the digital business era

Robert Naegle
VP Analyst



- IT Finance, Risk and Value
- Driving Cost Optimization Across the Enterprise
- IT financial management market and best practices
- Economics of automation, Achieving economic efficiency in IT
- IT cost, spend and investment optimization

Paul Proctor
Distinguished VP Analyst



- IT Finance, Risk and Value
- Technology, Information and Resilience Risk
- CIO Innovation and Strategic Business Change Leadership
- CIOs bridging risk and security to business need
- Measuring digital business transformation through KPIs

Mark Raskino
Distinguished VP Analyst



- Building and Expanding a Digital Business
- CEO priorities and trends
- Digital business strategy, business model and industry change
- Digital business leadership and organization
- Innovation management

Daniel Sanchez Reina
Sr Director Analyst



- Build Organizations Where Vision and Day-to-Day Work Are Aligned
- Construct High-Performing Teams
- Guide Organizations Through Transformational and Cultural Change
- Create a Motivated, Engaged and Resilient Workforce for the Digital Era
- Make CIOs and CSOs become true Business Leaders and Trusted Allies

CIO Research

Lee Weldon
Managing Vice President



- CIO Innovation and Strategic Business Change Leadership
- Building and Expanding a Digital Business
- CIO Role Evolution
- Creating and managing the office of the CIO
- Business model innovation

David Willis
Distinguished VP Analyst



- Driving Digital Business Transformation for Industry Leadership
- Digital Workplace Program
- CIO Innovation and Strategic Business Change Leadership
- Technology Innovation
- Organizational Models

Cross-Industry

Stephen Smith
VP Analyst



- Manufacturing Industries Digitalization
- Cross-Industry Innovation and Disruption
- Building and Expanding a Digital Business
- CIO Innovation and Strategic Business Change Leadership
- Blockchain in Manufacturing
- Delivering technology-driven innovation in consumer goods

Infra & Operations

Yoshifumi Abe
Sr Director Analyst



- Infrastructure, Operations and Cloud Management
- Analysis on key vendors in Japan ITOM market
- Analysis on market dynamics and trends of Japan DevOps
- Analysis on key vendors and market trends in Japan RPA market

Hiroko Aoyama
Sr Principal Analyst



- Infrastructure, Operations and Cloud Management
- Integrated Systems, HCI in Japan
- OSS Infrastructure Trends in Japan
- Japan Compute Trends in Japan

Eri Hariu
Sr Principal Analyst



- Mobile and Endpoint Technologies
- Windows client OS migration
- Mobile computing strategy
- Thin client and desktop virtualization strategy
- Vendor selection and RFP for endpoint computing area

Applications

Whit Andrews
Distinguished VP Analyst



- Digital Workplace Program
- Artificial Intelligence
- Cognitive computing
- How can my organization use artificial intelligence?
- How should I establish a Center of Excellence for AI?

Michael Chiu
Sr Director Analyst



- Customer Experience Design and Execution
- CRM Strategy
- How to measure customer experience and customer experience KPIs
- Net Promoter Score (NPS), Customer Satisfaction Score (CSAT), Customer Effort Score (CES)

Hideaki Horiuchi
Managing Vice President



- Data and Analytics Strategies
- Data Management Solutions
- Organization and leadership to drive BI and analytics
- Japan BI software market trends

Tatsuya Ichishi
Sr Principal Analyst



- Data and Analytics Strategies
- Analytics and BI Solutions
- Assist clients with DBMS platform and infrastructure selection
- Building an information management strategy, including big data and IoT

Kimihiko Iijima
Sr Director Analyst



- Application Development and Platforms
- Integration Architecture and Platforms
- Application and Product Portfolio Governance
- Cloud Computing
- ERP

Harutoshi Katayama
Sr Director Analyst



- Application development, governance, overhaul and strategy, which includes application standardization and modernization

Takeshi Ikeda
VP Analyst



- Mobile and Endpoint Technologies
- What enterprises/vendors should do for IoT?
- What enterprises do with network infrastructure for mobile and cloud era?
- What enterprises do with unified communication infrastructure for digital era?

Tadaaki Mataga
Distinguished VP Analyst



- AI and machine learning
- Cloud computing
- Legacy migration especially mainframes
- Future of servers
- Skills of staffs

Yurika Nagashima
Managing Vice President



- Infrastructure, Operations and Cloud Management
- IT operations management
- DevOps
- Skills and Staffs in IT Organizations, especially for the Mode 2 type

Masaki Suzuki
VP Analyst



- IT infrastructure strategies, centered in storage
- Digital Business initiatives, Japanese perspective
- Big Data initiatives related to business and IT, unstructured data, Japanese perspective
- Strategies for document/enterprise content mgmt. and EFSS

Takuma Yamamoto
Director Analyst



- Data Center Infrastructure
- Infrastructure Availability and Recovery
- What are technology trends in the market of enterprise data center services and related technologies?

Kensuke Kawabe
Sr Director Analyst



- CRM Strategy and Customer Experience
- Digital Commerce Technologies
- Customer Service and Support Technology
- Sales Technology

Jeffrey Mann
VP Analyst



- Digital Workplace Program
- Cloud Computing
- Digital Workplace Applications
- Best practices for social software and collaboration adoption
- Planning for Office 365 or Google G Suite adoption

Koji Motoyoshi
VP Analyst



- ERP
- HCM Technology Transformation
- Finance Applications
- Procurement and Strategic Sourcing Applications

Security & Risk Management

Yuichi Isoda
Sr Director Analyst



- CyberSecurity
- Security Product
- Security Service
- Security Investment
- Security Management

Yoji Kimura
Sr Principal Analyst



- Cybersecurity
- Security Product
- Security Service
- Security Audit
- Security Management

Kaoru Yano
Sr Principal Analyst



- Identity and access management
- Data security
- Online fraud detection
- Cybersecurity
- GRC

Gene Phifer
Distinguished VP Analyst



- Digital Workplace Applications
- CRM Strategy and Customer Experience
- Web, portal and digital experience strategies, technologies and vendor/product selection
- Design thinking

Katsushi Shiga
VP Analyst



- Digital Workplace Applications
- Digital Workplace Program
- Cloud Office, SaaS Mail/Collaboration Strategy
- Chat-Based Collaboration/Communication
- Enterprise Social Software

EA/Tech Innovation

David Cearley
Distinguished VP Analyst



- Trendspotting - Identifying the trends that shape the future of digital business
- Emerging and strategic technologies and trends
- Innovation labs and innovation program
- Developing cloud computing strategies
- Establishing a process to evaluate cloud computing opportunities