

LEADING IT

Unlocking the
potential of
the corporate
IT function



Upping the strategic debate

Despite the increasing importance of having an effective IT capability in modern business, there continues to be huge frustration surrounding the topic amongst executives.

The challenge for the CIO is typified by perceived under performance and falling short of adding value. Those working within the function are often plagued by an inability to connect with business colleagues and to leverage strategic value. The debate of where IT can change the game typically does not take place and the function is forced into an operational scorecard existence.

There are many frameworks and books available to help the CIO and such challenges have spawned an industry of self-help guides.

The secrets to success lie in supplementing such operational best practice with improving the quality of relationship the function has with the rest of the organisation and upping the strategic debate... and upping strategic leadership.



THE DO'S AND DON'TS FOR THE CIO

A 12 POINT GUIDE TO LEADING
THE FUNCTION





MANAGING INVESTMENT

01

Manage all IT investment globally under a single budget

02

Segment investment in terms of Operational Baseline, Tactical Enhancements, Strategic Investment and set a topline balanced budget that reflects the company change agenda

SETTING STRATEGY



03

Engage senior executives in co-creating breakthrough strategies on how IT can shift the industry sector – this is about competitive advantage

04

Set strategy and architecture globally and be clear on local, functional degrees of freedom

05

Work relentlessly at quality of relationship with executive colleagues and share the leadership burden with them

co-creating
breakthrough
strategies

align
leadership
levels



OPERATIONAL RUNNING

06

Establish demand management processes that align leadership levels to the corporate IT strategy

07

Leverage outsourcing and strategic vendor relationships at the global level and share strategy with them so they can help

08

Manage and monitor operational performance with rigor as your business depends on it



BUILDING CAPABILITY

09

Invest in capability development at the leadership and specialist level and insist on the highest professional standards

10

Build a tight creative and impressive team at the top to lead the function

*build a tight
creative team*



MANAGING RISK

11

Don't get bullied into short cutting infrastructure and security investments below sustainable levels as it dramatically increases business risk and will kill you



12

Lead the function, do not just respond to the demand of others

We have been helping IT departments unlock their potential for 20 years.

Strategy Development
Functional Reviews
Leadership Coaching
Senior Executive and Stakeholder Engagement
Delivering Change
Capability Building
Process/Culture Change
Project and Environment Reviews/Audits

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