

Unlocking the potential of the corporate IT function



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.



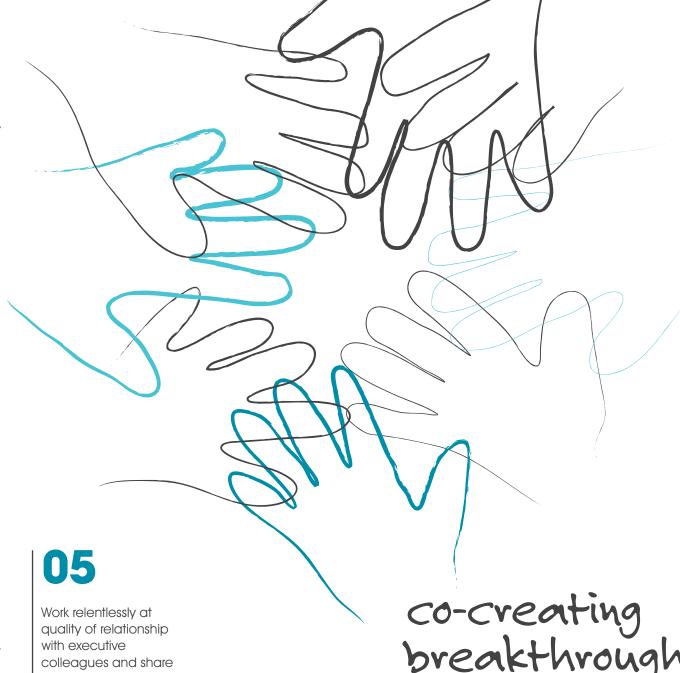


THE DO'S AND DON'TS FOR THE CIO

A 12 POINT GUIDE TO LEADING THE FUNCTION



SETTING **STRATEGY**



03

Engage senior executives in cocreating 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

the leadership burden with them

co-creating breakthrough strategies





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





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

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