



## ***Finding business relevance in IT. Our Expertise.***

### **What is CIO Eureka! ?**

- ... Trusted advisor to CEOs and Executives on how to find business relevance in IT.
- ... An Executive Consulting firm specialized in transforming your IT organization into a business value driven function.
- ... Our philosophy focuses on:
  - Being a business leadership firm with expertise in IT.
  - Open and transparent communication to explain complex IT challenges in simple business terms.
  - Shared values and an unwavering commitment to quality.

Every company's mission is to create and protect shareholders' value, but some clearly do a better job of it than others. While almost all companies have a vision of what they would like to accomplish, the biggest challenge lies in the execution.

As a senior executive you want your IT organization to deliver business solutions which create, capture and commercialize value throughout the entire value chain. How relevant is IT for your overall corporate strategy? How would you rate the value delivered by your IT organization? How would you rate your IT spending as percentage of sales versus the industry in which you compete?

**Our clients turn to CIO Eureka! when they have critical needs to find "business relevance" in IT. We take genuine ownership of IT problems & deliver robust solutions, providing them with seasoned and hands-on CIO expertise designing and executing the most relevant IT strategy.**

Our 'immediate results' commitment to our clients brings a step change improvement in efficiency and, more importantly, incremental value (i.e. revenue growth, operating margin, asset efficiency and IT risk management) at exceptional rates.

### **What do we deliver to our clients?**

- (1) Assess- Finding the business relevance in IT.
- (2) Envision- Providing growth scenarios and success measures. Aligning with the vision and strategy.
- (3) Plan- Building a quick scale and impact.
- (4) Enroll- Ensuring energy and focus to keep the IT portfolio in line.
- (5) Execute- Tracking the vision to ensure that success criteria are met and/or exceeded.

### **Our clients use us in multiple capacities:**

- (1) To benefit from our 'hands on' CIO practice, we go beyond the traditional consulting job and provide an experienced, interim "CIO on loan" to lead with an 'insiders' market knowledge and more importantly to deliver solutions and results.
- (2) To expand products and services, and optimize operations.
- (3) To drive competitive advantage through IT innovation.

Bottom line, we deliver business-relevant value!

### **How do we measure IT results?**

- **Partnerships:** To win in the marketplace, we focus our partnership efforts and align our goals with the Corporate needs, objectives and the IT platform.
- **Strategic Focus:** Invest resources to generate and eliminate non-core work. Drive alignment towards the company's mission.
- **Velocity:** Speed to market is key. Our disciplined process encourages adaptation to manage changing business needs, teamwork, and accountability for rapid delivery of high-quality solutions.
- **Execution:** A bias for action to create value. Smart planning with discernment and judgment enable us to drive effective adoption and create value.



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### Important questions CEOs and CFOs should ask their CIOs

	-	Neutral	+
<b>IT Strategic alignment:</b>			
<ul style="list-style-type: none"> <li>Is IT relevant for the overall corporate strategy?               <ul style="list-style-type: none"> <li>✓ Play a key role planning and designing the strategy for your business?</li> <li>✓ Are your investments in line with key business goals?</li> </ul> </li> </ul>			
<ul style="list-style-type: none"> <li>Are you investing above the norm and not getting back a reasonable value from IT?</li> </ul>			
<ul style="list-style-type: none"> <li>Is there a balance in IT investments between short term goals with long term strategy?</li> </ul>			
<ul style="list-style-type: none"> <li>Are you making the right IT investments in various areas? Where do you stop?               <ul style="list-style-type: none"> <li>✓ Control business operating costs?</li> <li>✓ Drive revenue?</li> <li>✓ Increase data security and access management?</li> </ul> </li> </ul>			
<b>IT Execution &amp; Metrics:</b>			
<ul style="list-style-type: none"> <li>Does your IT portfolio work plan and schedule is predictable? Is scope is realistic and managed?</li> </ul>			
<ul style="list-style-type: none"> <li>Are the project stakeholders committed?</li> </ul>			
<ul style="list-style-type: none"> <li>Do you measure &amp; incentivize your CIO against a portfolio performance health check?</li> </ul>			
<ul style="list-style-type: none"> <li>Does IT have a solid plan to manage risk, regulatory compliance and optimize the performance of the corporation?</li> </ul>			
<ul style="list-style-type: none"> <li>Is IT accountable for the implemented systems' benefits realization?</li> </ul>			
<ul style="list-style-type: none"> <li>Efficient with clear performance metrics based on business-related success metrics (i.e. revenue growth, operating margin, asset efficiency and risk management)</li> </ul>			
<ul style="list-style-type: none"> <li>Are you satisfied with IT deliverables as it regards to               <ul style="list-style-type: none"> <li>✓ Financial systems performance</li> <li>✓ Data management and Information analysis</li> <li>✓ Supply chain optimization</li> <li>✓ Commercial enablement</li> </ul> </li> </ul>			
<ul style="list-style-type: none"> <li>Are you satisfied with IT spending (operating expense-opex) as percentage of sales versus the industry in which you compete?</li> </ul>			
<ul style="list-style-type: none"> <li>Are you satisfied with the IT spending (capex) versus what the Company spends in other areas?</li> </ul>			
<b>IT Organization model:</b>			
<ul style="list-style-type: none"> <li>A positive contributor in the overall cost management of the company?</li> </ul>			
<ul style="list-style-type: none"> <li>When you do the annual budgeting for the IT department, do you start with a clean slate and question every expense?</li> </ul>			
<ul style="list-style-type: none"> <li>Has the right skill sets (i.e. solid business understanding, awareness and acumen)?</li> </ul>			
<ul style="list-style-type: none"> <li>Meets your expectations about               <ul style="list-style-type: none"> <li>✓ Delivers technology innovations needed by the business i.e. e-advertising, e-commerce, web/social presence</li> <li>✓ Service levels meet business expectations</li> <li>✓ Has the flexibility to respond to changing business priorities</li> <li>✓ Reduce the overall cost structure thru better and more effective workprocesses?</li> </ul> </li> </ul>			

If most of your answers are on the **Neutral to (+)** category, CONGRATULATIONS - You have an IT organization which provides business relevance to your Corporation. They provide reliable and predictable IT services and solutions on demand.

If most of your answers are on the **(-) to Neutral** category, you may want to invest 30 minutes with us. We would provide you with seasoned and hands-on CIO expertise designing and executing the most convenient IT strategy.



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## ***How to contact us?***

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