



Finding business relevance in IT. Our Expertise.

CIO Eureka's 4-step Assessment Program for the Software Industry[®]

Our professional contract services and proven business methodology will accelerate, amplify and extend the suite of services **ProMexico** currently offers to many business sectors and will fine tune these services to have the time sensitive impact necessary to win important time-to-market requirements specific to the needs of emerging IT businesses in Mexico and the US. Specifically, our services will focus on four concrete deliverables:

- (1) **RFP simulation**[®] – A unique and highly effective problem-solving approach to learning: we place participants in realistic, problem-based scenarios. The simulations are customized to the client. With the use of real case RFPs, we can simulate the entire RFP process, from initial discussions thru to the actual business presentation and approval. The simulation process allows assessing organization readiness well beyond the basic work of preparing the bidding documents. Throughout the simulation steps, CIO Eureka! executives will monitor (KPI) Key Performance Indicators and will provide you with a detailed report highlighting recommended actions and observations.
- (2) **Business model design assessment** – We use a proven HPO (High Performance Organization) model based on the cause-effect analysis to identify the leverage points - those few things that our clients could do to move the entire system to a higher level of performance.
- (3) **Constructing your new Value Propositions** – Perhaps the most important thing a nearshore company needs to do is to “sharpen the saw” and define what is it uniquely distinctive and relevant business value proposition. This module allows to deeply defining how to win in the USA beyond the traditional approach about “Mexico is cheap and has tons of labor”; we will explore a rather profound discussion on what would make our client’s value proposition resonate well and directly with their American clients during and after the RFP process.
- (4) **Mentoring and coaching** – CIO Eureka!’s commitment to our clients provides and ad-hoc coaching and mentoring after the initial engagement to enable positive results and lasting impact.

Better Results, Faster. 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.



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Planning the assessment plan

Mod	Description	Deliverables	Timing (*)	Criteria
(1)	<p>RFP simulation[®] Assessing organization readiness well beyond the basic work of preparing the bidding documents. Key Performance Indicators to provide with a detailed report highlighting recommended actions and observations.</p>	<ul style="list-style-type: none"> • Completion of the RFP simulation • Debrief discussion and interpretation of the RFP responses 	6 weeks	<ul style="list-style-type: none"> • Advisor service for multiple Business Units. • Cost per module/event.
(2)	<p>Business model design assessment A hands-on, executive workshop to assist executives to comprehend the interdependent relationship between key organizational elements and also the cause-effect chains that impact on results.</p>	<ul style="list-style-type: none"> • Executive Proposal for a Strategic Vision and RFP Assessment for G2M capabilities in in the USA. 	4 weeks	<ul style="list-style-type: none"> • Individualized advisor service per Business Unit • Cost per Business Unit.
(3)	<p>Constructing your new Value Propositions A fresher look at how to define, articulate and present a value proposition associated with IT nearshoring. It also depicts the cause-and-effect linkages that exist among the performance factors.</p>	<ul style="list-style-type: none"> • Executive Proposal for a 1-page Value Proposition 	2 weeks	<ul style="list-style-type: none"> • Individualized advisor service per Business Unit. • Cost per Business Unit.
(4)	<p>Mentoring and Coaching Executives are now in a position to understand the state of the organization's health and move into the go-to-market execution. Any future requirements which may be known, we can determine which results need to change and which ones need to remain the same.</p>	<ul style="list-style-type: none"> • Conf calls meeting recaps • 2 Ad-hoc quarterly webinars 	Conf calls: 1 hour per month during 6 months.	<ul style="list-style-type: none"> • Individualized advisor service per Business Unit. • Cost per Business Unit.

(*)

Estimated



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How to contact us?

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IT innovation and running IT like a business.
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