

CIO Eureka!

Finding business relevance in IT. Our Expertise.

A culture of IT innovation

(Transforming the business ...from innovation thru value realization)

José Ignacio Sordo
Managing Director

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“Today, innovation is almost always supported – if not driven – by IT.”

Todd Park
CTO of the United States of America
June 2012

Why Innovation?



The opportunity:

- 1) Deliver faster and better innovation (intentional and agile) that can be scaled in a sustainable way.
- 2) Improve commercial propositions with strong financial business cases.
- 3) Improve alignment process throughout Company ABC and with the key stakeholders (i.e. beneficiaries, implementers, payers)
- 4) Step change speed of transition from incubation to initiative and to going service.

Why Innovation?



The proposal – (5 elements):

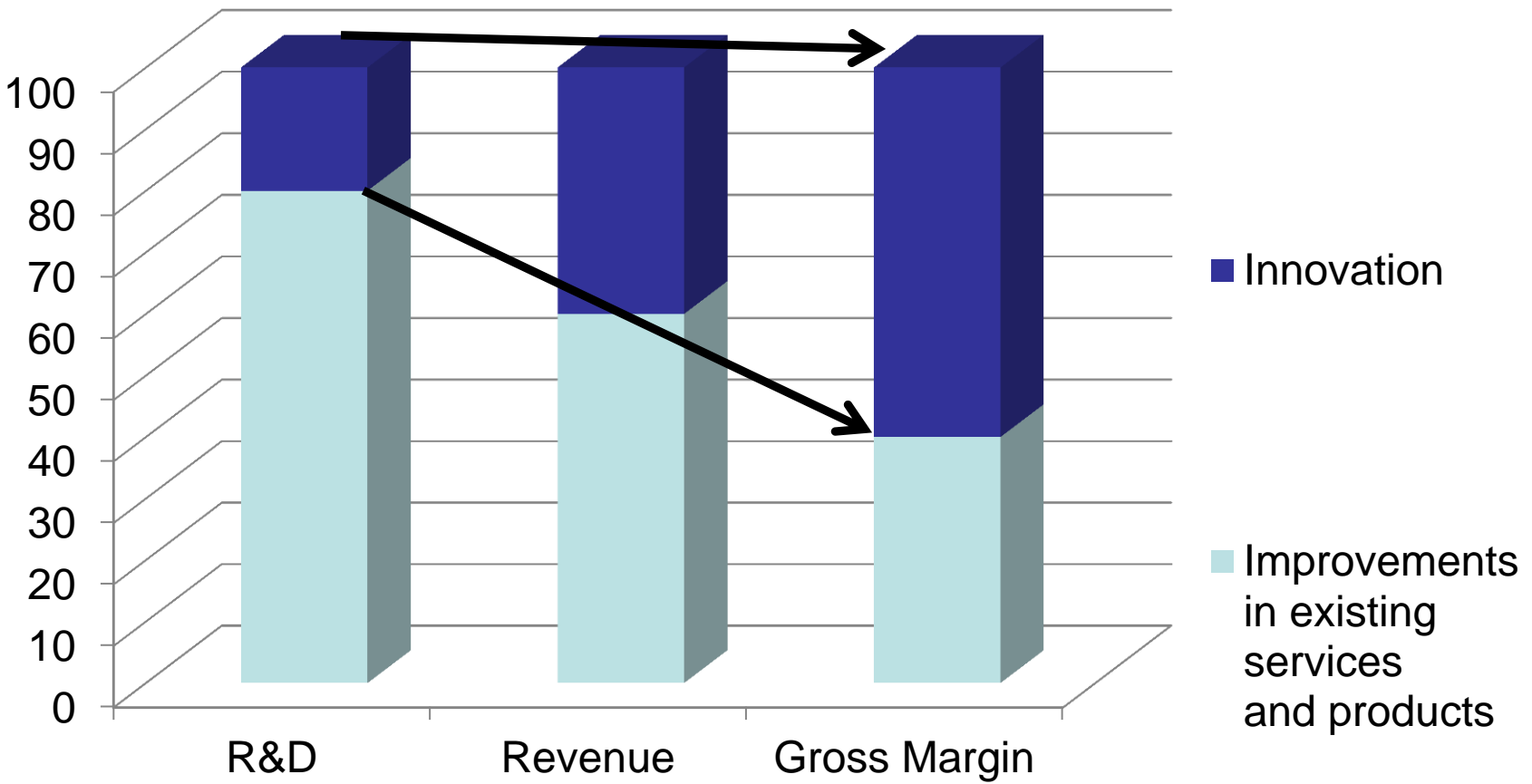
- 1) An inclusive Commercial model (**Innovation Framework**) to drive clarity on all what, who and how.
- 2) A clear process (**Innovation Funnel + Scorecard Success Criteria**) to guide engagement rules and deliverables.
- 3) An **Innovation Registry** (and process owner), for visibility to all ideas and innovation initiatives.
- 4) An **Innovation Board** LT for final decision making
- 5) A tight link with **IT Portfolio** for prioritization, alignment, and accountability

<<<<A new MINDSET to foster entrepreneurship culture>>>>

Why Innovation?



Innovation Trends





In summary

- Pursue new concepts within the context of a defined, profitable future.
- Don't foster new ideas for the sake of being new. Instead, often ideas have been circulating in your firm, unexplored, for years. Shape them into more specific, focused possibilities.
- Instead of trying to “fail fast,” try to “learn fast” and apply the lessons to your business.
- Instead of testing new ideas at random, articulate your model clearly so you develop innovations in a framework where they can succeed.
- Follow the proposed **Scorecard Success Criteria** with focus and rigor:
 - **FIT** - Does the initiative fit with our company strategy.
 - **FEASIBILITY** - Does the team believe it is feasible to complete this request with existing resources and IT advancement.
 - **AFFORDABILITY** – Do we believe that the initial ROI is relevant enough for us to dedicate team time and resources.

About CIO Eureka!

A Chicago-based IT Executive Consulting firm with demonstrated success developing value to our clients. Our philosophy focuses on:

- (1) Being a business leadership firm with expertise in IT.
- (2) Open and transparent communication to explain complex IT challenges in simple business terms.
- (3) Shared values and an unwavering commitment to quality.

We work with our clients to add value by taking genuine ownership of IT related problems and delivering robust recommendations. We provide them with seasoned and hands-on CIO expertise designing and executing the most relevant IT strategy. Bottom line, we deliver business-relevant value!

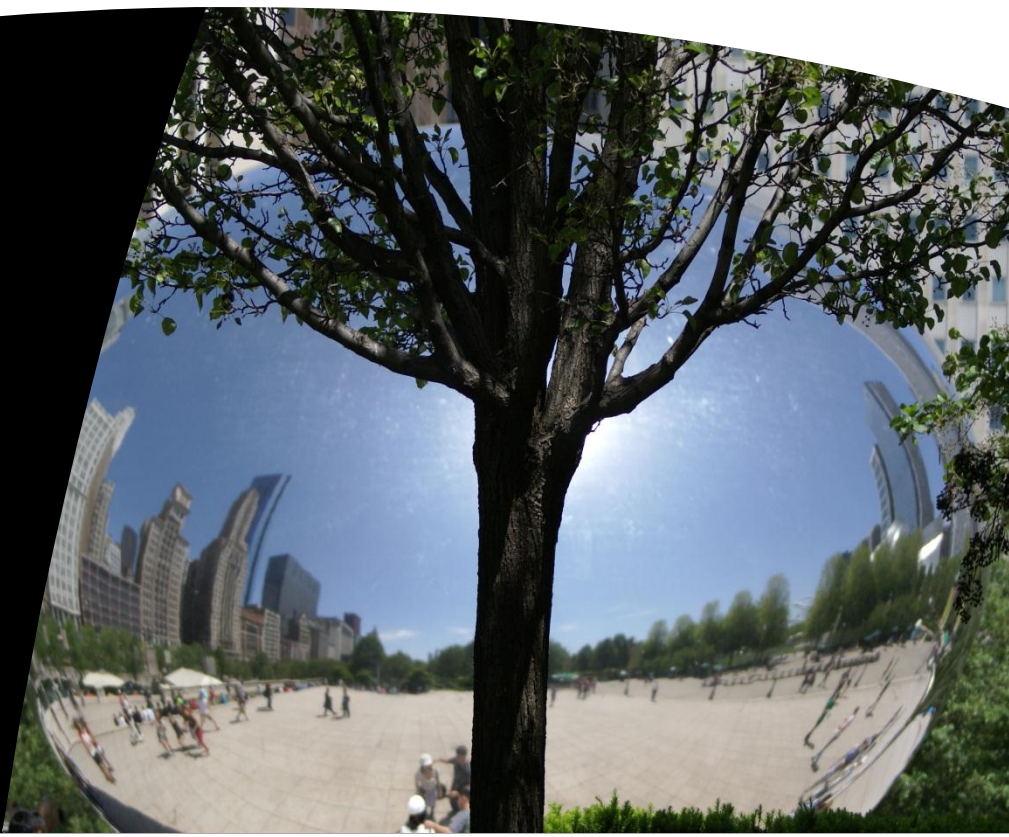


José Ignacio Sordo
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Specializes in IT strategy and management,
transforming the business model, IT innovation and
running IT like a business



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