

CIO Eureka!

Finding business relevance in IT. Our Expertise.

Our Core Competencies

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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.
- Led by International IT Executives from Fortune 30 Companies.
- 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.



How our clients use CIO Eureka?

- 'hands on' CIO practice.
- expand products and services, and optimize operations.
- drive competitive advantage through IT innovation.



Executive questions about IT:

1) Strategic alignment

- Is IT relevant for the overall corporate strategy?
- Are you making the right IT investments in various areas? Where do you stop?

2) Execution & Metrics

- Does your IT portfolio work plan and schedule is predictable? Is scope is realistic and managed?

3) Organization model

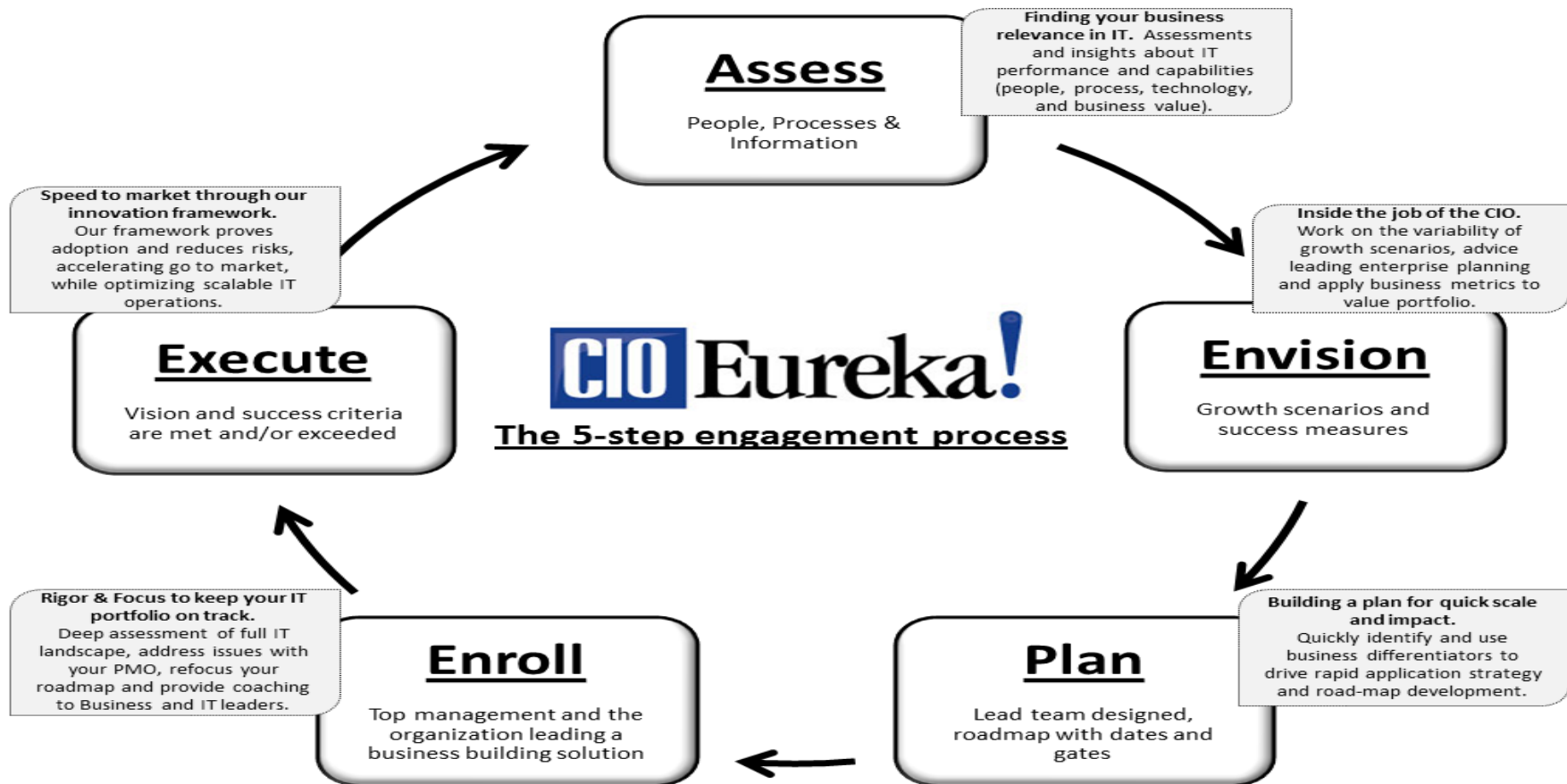
- Does your IT portfolio work plan and schedule is predictable? Is scope realistic and managed?



The 5-step engagement model

- **Assess** Finding the business relevance in IT.
- **Envision** Providing growth scenarios and success measures.
- **Plan** Building a plan for quick scale and impact.
- **Enroll** Ensuring energy and focus to keep the IT portfolio in line.
- **Execute** Tracking the vision to ensure that success criteria are met.

The 5-step engagement model





Success Criteria

- 1) Partnership
- 2) Strategic Focus
- 3) Velocity
- 4) Frugality
- 5) Execution



Featured Work Cases - Industries

- 1) **Bread Packaged Company** (Global)
- 2) **Consumer Goods Company** (Global)
- 3) **Civil Engineering Company** (LatAm)
- 4) **Precious Metals Mining Company** (Global)
- 5) **National Commission for the Pension System** (Mexico)
- 6) **Food & Beverage (F&B) Company** (USA)
- 7) **Internal Revenue Service Office** (Mexico)
- 8) **Media Agency Corporation** (USA)
- 9) **Energy Company** (USA)
- 10) **Retail Value Chain Industry** (Global)



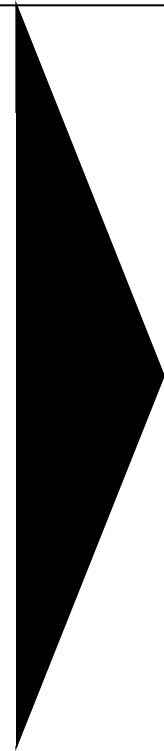
Our Services

Strategic Consulting[©]

It's not uncommon for a seasoned IT leader or manager to find themselves in a business situation where all the options are unclear, where there are conflicting priorities, predicaments and where making a choice comes with a sheer sense of uncertainty.

Someone who will listen objectively and alleviate some of that complexity may not always be found internally.

Our Strategic Consulting Services can lend a helpful ear.



Our consulting method is built upon listening objectively and getting an understanding of your organization inside and out to understand where help is needed.

We want to make a difference and not just a paycheck; we will address key strategic issues, including:

- 1) Managing your IT department initiatives.
- 2) Getting IT to work well with your business.
- 3) Relieving communication issues among your team.
- 4) Redesigning your IT organization model (Talent, Competencies and skills).
- 5) Building the right high performing team you need vs. your business priorities.
- 6) Defining an open and transparent communication to explain complex IT challenges in simple business terms.



Our Services

Executive Coaching[©]

We use our experience garnered from working closely with IT leaders throughout our professional career as well as our pulse on the IT marketplace through our interviews with senior IT professionals and executives, experience that has provided an understanding about how a leader should be managing his or her life and profession.

Unlike regular coaches who may lack an understanding of IT, IT and Business alignment and the IT leader psyche, we aim not to please but to be a candid, trusting figure capable of inspiring you to rethink how you traverse your job's journey.

When leaders and managers work aggressively toward delivering value for their organization, it's not uncommon for many executives to sink into "apply mode." They stifle their learning and career development and find themselves in a career not aligned with their DNA and their passion. Our Executive Coaching method can help get leaders back on track.

As your executive coaches, we strive to provide you with objective awareness and curiosity about your job's choices by:

- 1) Delivering candid feedback.
- 2) Encouraging self-discovery.
- 3) Objectively challenging your thinking.
- 4) Setting clearly achievable goals.



Our Products

Today's companies face many Information Technology challenges. Our clients also value **CIO Eureka** recognized strengths in strategy, organization, and operations, as well as the broad strategic lens we apply to IT creating competitive advantage and optimizing business performance.

(1) 3rd flow – data optimization

(2) Work process optimization

(3) IT Strategy

(4) IT Assessment

(5) IT Innovation

(6) IT Performance

(7) IT Operations

(8) IT Project Management

(9) Enterprise InfoSec Services[©]

(10) Enterprise IT Maturity Framework[©]

Enterprise IT Maturity Framework[©]

	Stages	IT operating model	The elevator speech. "IT is..."	IT performance	Business value of IT	IT adoption by the enterprise workforce	IT personnel
	<u>Transformational</u>	Visionary and inspirational	...is relevant to bring business value and competitive advantage."	Equipped for performance	Integral to success and proactive activity to reinvent IT deliverables.	"Way of life". Proactive and supported	Right workforce at right cost: "Smart sourcing"
	<u>Progressive</u>	Strategic focus	...collaborates and delivers business solutions."	Knowledge and learning culture	Businesses focus and managed as an agile source of innovation.	Widespread adaptability. Formally promoted	Broader adoption. Right person, Right place and Right timing
	<u>Contributing</u>	Strategic aspirations	...is consistently invited to address explicit issues and solve problems."	Managed for performance	Good intentions, planned activity to achieved sustainable business performance goals.	Adaptable mindset. Awareness and advocacy	Key roles planned, measured and managed with allocation.
	<u>Basic</u>	Predominantly tactical	...takes the "order from the business" and delivers tools reliable and under budget."	Career and performance frameworks	Good ad hoc intentions used independently. Tools used for continuous improvement with anecdotal successes.	Individual champions and Individual adaptability.	Tactical skill management with limited measures
	<u>Commodity</u>	Shortsighted, in survival model and uninspiring	...a commodity with a limited set of capabilities."	Individual "lone stars"	Irrelevant: A commodity mostly used for transactional processing.	Rigid, limited and reactive.	Skills and portfolio mismatch. Underutilized but overworked

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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