



Finding business relevance in IT. Our Expertise.

More than half of all the capital spending by businesses worldwide goes to IT. However, most of the senior executives remain skeptical whether their IT investments are paying off. ⁽¹⁾

While almost all CIO have a strategic plan of what they would like IT to accomplish, the biggest challenge lies in transforming IT from Cost Center to Value Creator.

Businesses now operate at a level of complexity that has made IT more strategic and pervasive across the enterprise. How relevant is IT for your overall corporate strategy? How would you rate the value delivered by your organization? *Simply put, CIOs who can communicate effectively about the value of IT are able to create more value from IT!*

Our CIO clients turn to **CIO Eureka!** when they have critical needs to find "value" in IT. Our IT assessment practice helps your organization unlock the value of IT investments. If decisions are made transparently, performance based and using a business focus, everybody can better understand their own role and core contribution.

CIO Eureka! takes genuine ownership of IT problems. A multi-industry and global perspective is used to develop an IT Strategic Roadmap that can help transform your IT organization and meet its business goals.

Our 3-way IT Assessment practice:

(1) Business Environment.

Understanding your business environment is the first and key step in developing an IT assessment. Through a structured approach we map out your key strategies, values, competitive environment, and cost structure. Is your company looking at growth through organic means or through acquisitions? Is the cost structure high relative to industry benchmarks? Are new markets being explored? *Our deliverable: A comprehensive IT assessment and strategy can be developed that meet and accelerate your business goals.*

(1) R.Hunter & G.Westerman

(2) IT Organizational Capabilities.

IT services, skill sets, staffing strategies, vendor management, organization alignment, and governance capabilities are identified. The cost structure of your IT organization is compared against similar companies in your industry by using existing benchmarking data.

Our deliverable: strengths and development areas of your IT organization and its ability to deliver.

(3) Technology Environment.

Your IT organization's technology capabilities includes the applications portfolio, the underlying infrastructure, the design of the IT architecture, business continuity plans, how data is managed and shared, security & risk management practices and disaster & recovery best practices.

Our deliverable: insights into the flexibility and cost effectiveness of your IT organization in responding quickly to changing business needs.

What do we deliver to you?

- (1)** Assess- Finding the value in IT.
- (1)** Envision- Providing growth scenarios and success measures. Identify gaps between the present state and the company's ability and desire to meet their business objectives.
- (2)** Align- the vision with the strategy roadmap with appropriate recommendations, action steps and funding requirements to address organizational, applications, infrastructure, security, data management and governance.
- (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 '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.

Bottom line, we deliver business-relevant value!



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How to contact us?

José Ignacio Sordo Galarza

Managing Director.

Specializes in IT strategy and management,
transforming the business model,
IT innovation and running IT like a business.
Sordo@CIOEureka.com +1 (513) 319.4729