



Virtual CIO

Expert advice on strategy, systems and technology without the cost of a full time Chief Information or Chief Technology Officer.

**Technology-focused
Business Consulting**

Telephone 0800 756 6777

www.iep.co.uk

Your own CIO/CTO

In the last decade, technology has become increasingly central to the way organisations do business and with today's digital economy and internet enabled world there are many new challenges and opportunities to address.

Many mid to large sized organisations employ a full time Chief Information Officer or Chief Technology Officer to look after technology and strategy in this area but for the smaller business justifying the expense or the need for a full time position is simply not feasible.

Equally, for some traditional bricks and mortar business that don't have in house technical resources, it is often difficult to conceptualise how technology can make a difference and how to go about embracing it.

For early stage companies with investment backing, they have a great deal to gain by getting their technology right at the earliest opportunity. This means large-scale thinking on a small-scale budget, especially since investors are looking for scalable and cost effective performance in order to protect their investment and maximise business success.

The IE Partnerships virtual CIO service is designed to address these situations by offering access to expertise on a part time or ad hoc basis without the expensive overheads associated with permanent staff.

Also, because our consultants work on many leading edge projects and are exposed to new technologies on a regular basis, we are able to make both a broader and deeper contribution ensuring that your strategy and implementation plans are truly exploiting the opportunities available.

CIO services

Our virtual CIO services include:

- Investigating and advising on the use of technology to address specific business requirements
- Developing an IT Business strategy to “enable” the business to meet its objectives
- Defining a technical architecture and associated policies for the enterprise
- Developing requirements specifications for major systems such as web site, intranet, office automation and key business systems
- Procurement of solutions in the form of software products and / or technical services
- Product and / or Project management

Terms of engagement

When you engage our virtual CIO service we will assign a lead consultant with the best mix of business, technology and sector skills to support your needs. He or she will work with you as part of your team, albeit on a part time basis. This could mean attending Board, investor, management and project meetings as required - the service is simply tailored to your needs.

We normally engage on a fixed term basis provisioning a set number of days per month at an agreed day rate.

You can read more about the full range of advisory and implementation services that underpin the virtual CIO role, by using the main "Services" navigation on the IE Partnerships' website at www.iep.co.uk/en/services.

Other services

A range of services from strategic technology-related business consulting to hands on project management:-

- **Practical Advice** - helping you to make the right technology related decisions
- **Project Management** - an external resource to make things happen
- **Software Development Support** - find the right supplier for your needs and manage every aspect of the development
- **Joint e-Ventures** - for turning internet ideas into reality
- **Virtual CIO** - tap into the knowledge and expertise of wizened technologists without the full time cost
- **IT strategy and IT Audit** - maximising your chances of achieving your business objectives

We act as a trusted business technology advisor for organisations that don't have the in house expertise or breadth of experience to address the challenges and opportunities of today's digital economy and internet enabled world.

We help interpret your current and future business needs in terms of the IT systems, software applications and internet technologies necessary to ensure you meet your business objectives and maintain your competitive advantage. And we provide implementation services to help you deliver successful outcomes.

We provide strategic input and practical hands on advice whether it's helping to build your business case, identifying potential solutions, developing a strategy, creating specifications, assessing products/vendors, developing software or implementing your solutions.

We offer project management services for transformation projects and software development programmes, and we provide a cost effective virtual CTO/CIO service for organisations where

technology is pivotal to the success of their business but where it is not cost effective to employ a full time person.

For organisations that have a need for a bespoke software solution we offer a range of software development support services to help you get the most from your investment and obtain the very best results.

Our sister company - Sibilo, provides software development services using a mix of UK based and off-shore resources delivering a quality, cost effective option for bespoke software development projects and transactional website designs.

We also offer a Joint e-Venture programme targeted at individuals and organisations who have a great idea for the Internet but don't know where to start or don't have the in house resources to turn the idea into reality.

We are happy to work on a project by project basis or on a regular long term basis, at an agreed day rate, on a fixed price contract and in some circumstances on a results-driven basis. Our Joint e-Venture programme often involves equity participation.

Other PDF downloads are available from the Services section of the IE Partnerships website at <http://www.iep.co.uk/en/services>.

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