

Transform your business by making better use of technology

“ I think many companies still see information and technology from the perspective of managing costs. As a result, they tend to be handled by an IT director who reports into the CFO. This often leads to information and technology becoming second order issues. ”

Paul Cheesborough,
CIO – Telegraph Media Group



THE ROLE OF THE CIO

The CIO is a senior management team member who is responsible for leveraging the present and future value of information and technology, as well as being jointly responsible for the performance, growth and governance of the organisation.

*Cranfield University
School of Management*

CIO ON-DEMAND DELIVERS:

- Information at your finger tips - available instantly
- Greater visibility of what's happening in the business
- Improved customer satisfaction
- Reduced business risk
- Lower costs through greater process automation
- More free time to move the business forward

IE Partnerships helps organisations maximise the value of their existing ICT systems and deliver strategic transformation by providing an outsourced CIO on-demand. The CIO works with your senior management team and IT manager to:

- identify ways of solving existing business problems by making better use of ICT
- design and execute a transformational IT business strategy to drive the business forward
- coach / mentor staff in the methods required to achieve sustainable strategic transformation in-house

»» ICT Limiting Growth

Most small to medium size businesses limit their use of IT to supporting operational performance in areas like accounting, billing, supply chain management and web support.

With little strategic focus, IT systems evolve one step at a time with little thought to design and future planning.

»» Wasted Resource

Organisations expend a vast amount of time working around the limitations of their systems: doing repetitive tasks such as importing and exporting data or cross-compiling reports; maintaining disparate systems and fire-fighting on a daily basis to keep the business running.

»» Unidentified Risks

With inadequate information and a lack of real-time data, risk increases exponentially and it becomes difficult to manage.

»» Information Blockage

As the systems grow, it becomes increasingly difficult to generate reports and get meaningful information without manually processing data. This causes delay and consumes valuable resource.

»» Missed Opportunities

These are the inward facing issues that stand in the way of the business moving forward; that tie up valuable resources in non value-add activities and which make the business slow to respond to changing needs.

There are a similar set of outward-facing challenges when it comes to engaging customers and stakeholders especially with the advent of social channels and mobile media.

»» A Better Way

There is a better way to do things with a CIO On-demand from IE Partnerships.



www.iep.co.uk
0800 756 6777



STRATEGIC VS TACTICAL

The CIO has to balance project delivery versus innovation and strategy setting versus operational running of systems. Essentially it's about letting go of some of the detail but still making sure that detail is progressed. It's about having the vision to look a few years further ahead, not just meeting the commitments in this year's work plans, and it's about always demonstrating a clear understanding of, and a well-judged response to, the pressures his or her organisation faces.

*Gary Hird
Technical Strategy Manager
John Lewis Partnership*

CEO/ MD ROLE

Companies will increasingly recognise that information & technology have to be an integrated part of many, if not all, senior management roles.....

.... I think it is clear that digital capabilities are becoming more important for companies across almost all industries, and as a result digital literacy will become increasingly important for all business leaders.

*Felix Geyr
CEO Be Unlimited*



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Your CIO On-demand

IE Partnerships' CIO On-demand service provides a cost effective alternative to employing an in-house CIO by providing independent strategic advice and practical hands-on expertise on demand.

It is delivered by seasoned, high-calibre executives with extensive experience in managing ICT projects, change management and business transformation programmes.

Organisations gain all the advantages and benefits of having their own CIO and because our virtual CIOs work on a variety of assignments, they are able to bring to bear a wide breadth of knowledge and experience.

CIO On-Demand

- » works with the executives in your business to develop and integrate an IT strategy that drives the business forward and ensures it delivers on its business objectives
- » ensures that senior managers are kept abreast of important ICT developments that represent an opportunity to advance the business
- » identifies ways of using information and technology to enhance or create new products and services to create a sustainable competitive advantage
- » recommends ways of using ICT to address tactical issues and so improve customer relationships, deliver operational efficiencies, release valuable resources and reduce business risk
- » provides an information technology mentoring role to the CEO or managing director and coaches the IT manager to step up to the challenge of strategic transformation

Hi-Calibre Professionals

When you engage CIO On-demand service we assign a CIO with the most appropriate mix of expertise and experience in your sector and business area.

Our CIOs have significant operational and Board level experience working with blue chip organisations and SMEs and are able to deliver both strategic advice and tactical hands-on assistance.

Most often we become an integral part of your management team structure and our customers tell us that our contribution is invaluable. We are trusted with highly confidential information and operate with the utmost integrity and discretion at all times.

Focused On Results

Organisations normally engage IEP on a fixed term basis against an agreed set of objectives and outcomes. We also seek to identify "quick win" opportunities that deliver immediate benefit and a swift payback. Often we provide ad hoc project-based resource/expertise to augment internal resources.

We aim to deliver a positive return on investment from day one. Where appropriate we will engage on a results-based charging scheme.

For an initial discussion in confidence call Ian Collins today on 07734 606 861.