

What CEOs Want From Their IT Team

My Issues

Your
Reputation

Guiding
Principles

Our
TO DO
List

What I am trying to deal with
Future is ???

Financial squeeze

Risks everywhere

Demand > Budget

Our 'users'

What people say about you...

~ Really nice...

~ Work their tails off

~ Do they speak English?

~ Shiny object ADD

~ Always wanting \$\$\$

Pretty

Good

Think 'outside in'

Technology → \$\$ → Project → BEER!

Case ← Business

Reliability
is the top
priority.

Some
Guiding
Principles

Speed
matters

When it is down...

COMMUNICATE!

No
MacGyver
Tricks

Price Tag \neq TCO

Some
Guiding
Principles

Pilots, tests
experiments
GOOD

There is
value in
'long persistence
in the same direction'

Foundation
vs. Paint

Things We Need To Do TOGETHER

1. Teach you the business.
2. Find the business champions.
3. Define the edges of the canvas.
 - > Role of IT in strategy
 - > Investment guidelines
 - > Pace, innovation
4. Figure out our foundation.

Things We Need To Do TOGETHER

5. Lay out a long term plan.

6. Bridge 'perspective' and 'information'

↑ This is BI

7. Start innovating
~ with the
business people.

One More Thing
CEOs Want

MAGIC!!!!

What Do You Want
From the CEO?