



Highlights

- Gain visibility into the true allocation of IT resources against a defined set of activities
- Identify specific IT improvements based on a combination of facts, opinions, and potential inconsistencies
- Create a team-building forum for the CIO to forge a commonly held strategic vision across the IT leadership team
- Benefit from expert knowledge transfer and sharing of best practices
- Engage with a world-class advisory service dedicated to helping clients meet their needs

Business of IT Executive Workshop

Advisory services transform IT into a business asset

Meet the challenge of change

In business, change is not only likely it's inevitable. Whether welcoming a new CIO, ramping up after a merger, acquisition or divestiture, or embracing significant change in mission or business model a successful client is one that's open to change and advisement.

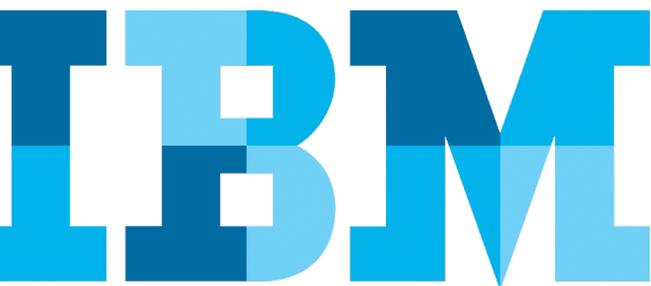
Lab Services Executive Advisory Practice encourages success through executive relationships, change agent partnerships, and infrastructure optimization services. Based on your input regarding IT resources (spend and FTE), our Business of IT Executive Workshop will help you develop an accurate baseline which conveys how these resources are currently deployed against a defined set of IT components and activities.

What you can expect

This six-to-eight week engagement uses IBM's Component Business Model for the Business of IT (CBM-BoIT) as the organizing framework to collect, combine, and analyze quantitative and qualitative data. Included is a two-day, facilitated workshop with the IT leadership team, typically the CIO and his or her direct reports. This fact based baseline information is combined with the IT leadership team's opinions about the effectiveness of each IT component, its business criticality, and strategic differentiation. Results provide insight into areas for action and improvement including, but not limited to:

- How are IT resources currently allocated?
- Where could resources be reallocated, reduced, or increased?
- Which activities are most effective? Which are least effective?
- Which activities are critical to daily business operations?
- Which activities are most and least differentiating to the business?

An executive level report will include a prioritized action plan and heatmaps representing relationships between different attributes.



Ask yourself

Our portfolio is strong and can help optimize IT, reduce costs, and help get underneath what's at the heart of business to make it a healthier one. To determine if Lab Services Executive Advisory Practice is right for you, ask yourself:

- Are you in need of a new strategy and plan?
- Are current delivery methods too expensive and do they impede business agility?
- Has it been difficult, if not impossible, to accurately determine your overall costs?
- Can your business truly afford service diversity or poor quality?

For more information

Learn more about the Business of IT Executive Workshop and related Executive Advisory Practice solutions. Contact stgls@us.ibm.com, an opportunity manager in your geography, or visit:

ibm.com/systems/services/executiveadvisorypractice



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