



## Background

As a matter of fact, the IT function is at crossroads. On the one hand, maintenance of legacy systems often represents up to 80% of the IT budget, leaving little room for innovation, forward-looking and transformative projects; on the other hand, CIOs and IT executives are facing ever-increasing challenges driven by business, technological, risk management and compliance requirements, supposed to conceal 80% of the IT-driven business value.

This 80/20 "Pareto paradox" is leading to heavy and already noticeable consequences on the roles and the very core mission of CIOs and IT teams. Among the most impactful ones that we have come across :

- A widening gap between IT and frustrated business executives under pressure to initiate and successfully complete digital transformation projects;
- Burgeoning of "shadow IT" supported by tech-savvy business leaders, generating hidden costs, an increasing IT complexity and security vulnerabilities;
- Emergence of new CxO roles (*eg. chief digital officer, chief data officer, chief transformation officer, etc.*) which, although fully justified in many cases, are often poorly defined as regards their responsibility for technology and innovation projects and thus, blurring accountability lines with their IT colleagues;
- Resurgence of an old cliché, whereby IT is nothing more than a profligate cost center, doomed to always do more with less, and disqualified from earning a seat at the executive table.

## Service Objective

Help CIOs and IT leadership teams solve the aforementioned 80/20 paradox, in order to consolidate their strategic clout and spearhead those initiatives that will drive the greatest business value and shape IT mission-critical priorities in the coming years.

## Service Delivery

The service is orchestrated and delivered by a seasoned CIO, acting as a trusted advisor, a sounding board and an executive coach.

- ☞ *The advisor's primary objective is to help the client achieve business outcome rather than renewable income*



**VALUE LEVERS Consulting**

To achieve this, he/she draws on : his/her own executive leadership and consulting experience, an extensive network of CIOs, CxOs and other subject matter experts whenever necessary, as well as on market research.

### **Key Focus Areas**

The range of services is tailored to meet the specific needs of each and every individual client.

We anticipate that the following topics will be on top of CIOs priorities :

- Stay abreast of recent and upcoming innovations, to anticipate and plan for continuously accelerating business and IT transformations;
- Contain sprawling "shadow IT" and mitigate its adverse operational, security, compliance and financial consequences;
- Implement effective data governance and infuse the organization with compliance "by design" imperatives;
- Implement agile and dynamic operating models for IT;
- Free IT resources and reallocate them to innovations and revenue-generating projects;
- Mentor infrastructure managers and help them transition to vendor relationship managers;
- Define effective and compelling approaches to demonstrate the sustainable business value of IT, reflected through an "integrated" reporting;
- Ultimately, set the ground to ensure an ongoing IT alignment with business strategy.

### **Benefits for CIOs**

- ✓ Fully independent and contextualized service, driven by the client's key priorities
- ✓ Objective and candid feed-back and recommendations from a unique perspective of having "been there" in a similar role
- ✓ Adjustable content and pricing, reviewed on a monthly basis
- ✓ Flexible offering, with no minimum commitment period. The service can be interrupted or terminated at any time
- ✓ A cost-effective and "frugal" solution to the isolation felt by CIOs
- ✓ For newly appointed/young CIOs : Expert consultations with regards to assimilating into the new culture, building successful partnerships with Board members and other key executives, establishing a new direction and vision and identifying potential pitfalls

**For more information, please contact us at :  
[avigneron@value-levers.com](mailto:avigneron@value-levers.com) or [contact@value-levers.com](mailto:contact@value-levers.com)**