



CIO's factors of success

Alexander Razgon, CeBIT 2008

Two types of companies

- **IT – as a core business (vendors, telecom)**
- **IT – as supporting part of another business (FI)**
 - **Banks (7*24)**
 - **Investment companies (very fast reaction)**
 - **Insurance companies (long product life cycle)**

Current situation in a sector

Startup, Development, Optimization

Main IT functions

- **Infrastructure & Technology**
- **Applications, Functionality, Reporting**
- **Business cases**
- **Projects implementation**



Changes

- **Local regulation changes**
- **Migration to a new version of HW, SW**
- **New business (products) development**
- **Operations improvement & STP**
- **BCP**

Instruments

- **Projects, team management**
- **IT steering , Tender, security comities**
- **QA**
- **Management comities (a judge to the business)**

Additional views

- **Multi offices**
- **Security (data, info)**
- **Risk management**



Entry

- **The first step into a company (with strong goals)**
- **Audit from TOP 4**
- **“Honey moon” is a time to make the first delivery and show your strategy**
- **To assign roles within a team or bring a “new blood”**

Live

- **To be at a sharpest edge with significant in-time delivery**
- **Knowledge of a business area**
- **Transparent planning & trust between all parties.**
- **HR generalist (motivation of delivery) to IT team and to the business**
- **Sales (internal / external customers)**
- **Good team (succession plan is a must)**

Strategies & ad Hoc

- **Clear business strategy**
- **Proved IT strategy by the management**
- **Priority to money makers & business surviving conditions**
- **Re planning of IT projects on a monthly bases (1-3)**
- **Quick wins**

Development & Sourcing

- **Sourcing**
 - **Insourcing**
 - **Many correction of a unique system / time**
 - **Outsourcing**
 - **Unique technology**
- **No installation without testing. UAT is provided by business.**

Costs & Operational efficiency

- **Budgeting (Opex & Capex, depr of intangible & fixed assets)**
- **Efficient investment to IT & OPERATIONS**
 - **Hardware/ software/ licensing**
 - **Application Implementation (Impl & running costs)**
 - **Operations cost**

Career Is Operations