

Transforming your partnership with the business

How IT functions can improve their partnering with the business

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Summary

Pressures and risks

- **Business functions want proactive IT solutions or will take greater control to achieve their strategies**
- **Pressure for outsourcing commodity services**
- **Cost concerns in downturn**
- **Emerging technologies vs existing**
- **Pace of mergers/ acquisitions/ resulting in system disjointedness**
- **IT role is at risk if not perceived as partnering on strategic agenda.**

How we can help

- **We can help you identify your profile in the business and its drivers.**
- **We can work with you and your team to improve the profile and capture IT's role in strategic agenda.**
- **We can develop people's capability to implement strategic role**

Is this a familiar story?

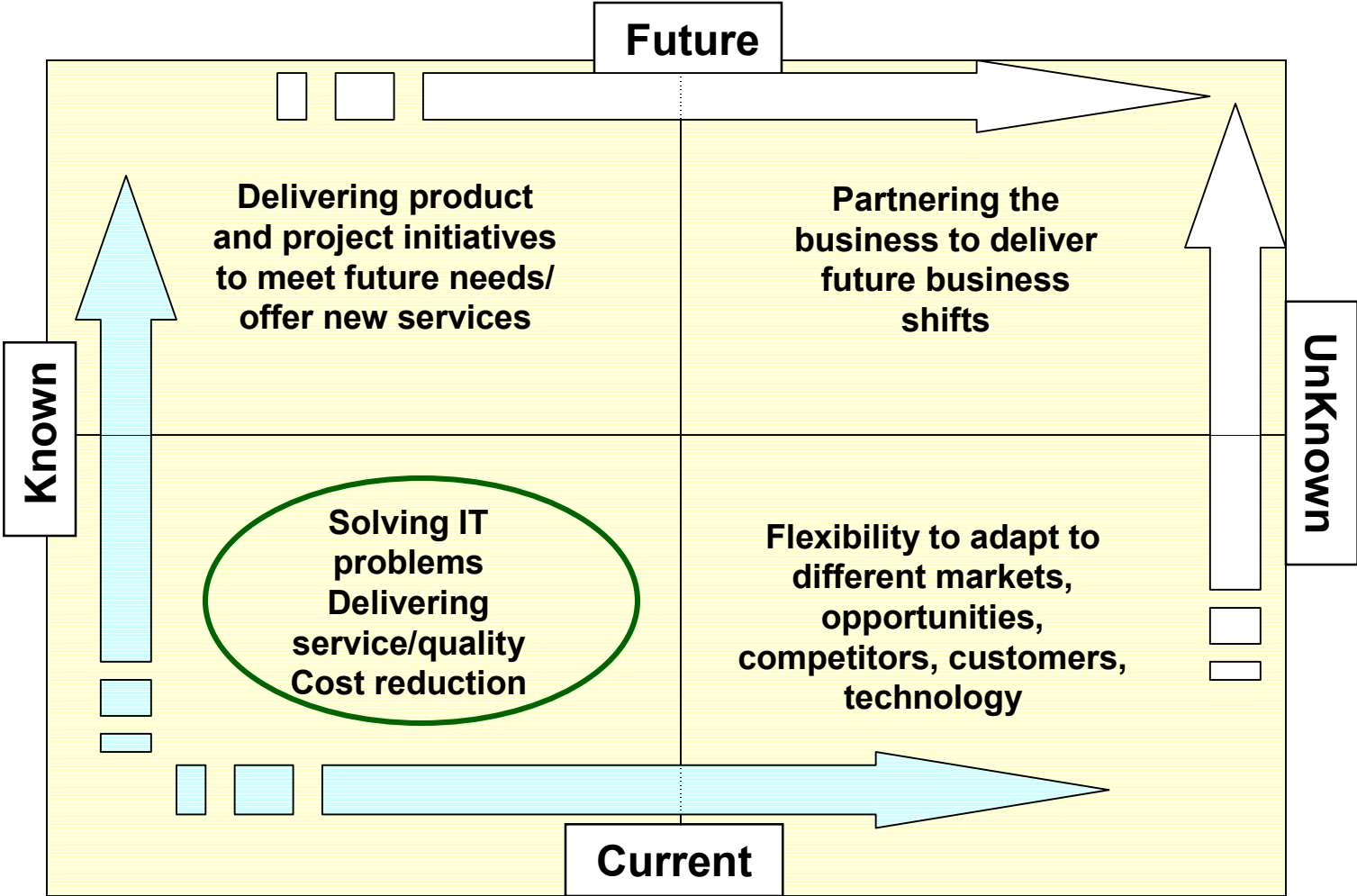
- Are you perceived as...
- Reacting to requests?
- Fire fighters?
- Holding up business progress?
- Too focused on system detail?
- A cost/overhead?
- Often asked to benchmark yourselves to external organisations?

Is your profile sufficient to engage a strategic role?

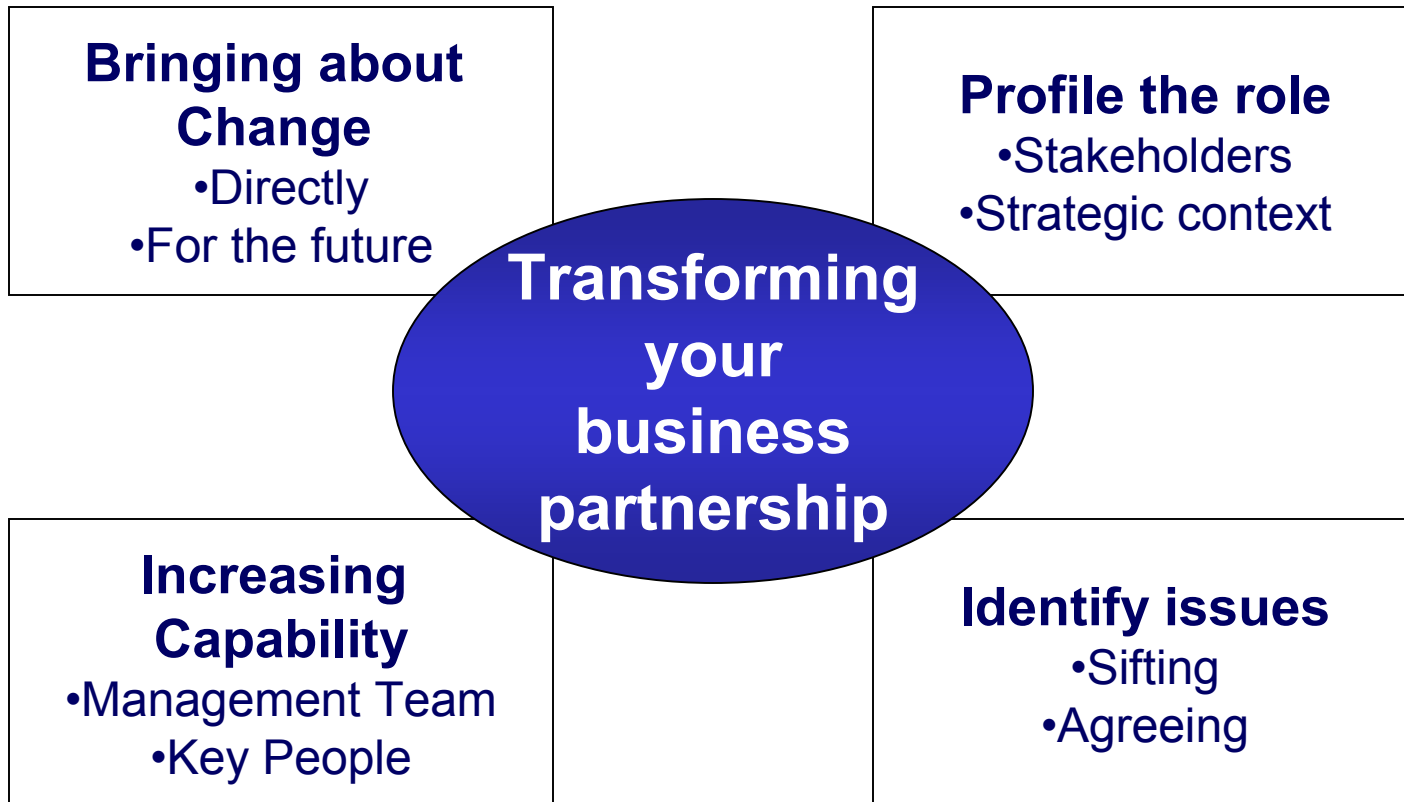
What are the risks of not changing?

- Outsourcing - reliant on one provider
- Small core left with little influence
- Less investment in new systems
- Incoherence across company systems
- Downward motivational spiral of team
- Difficulty recruiting new talent
- IT increasingly marginalised

Strategic Partnership with the Business



Our approach

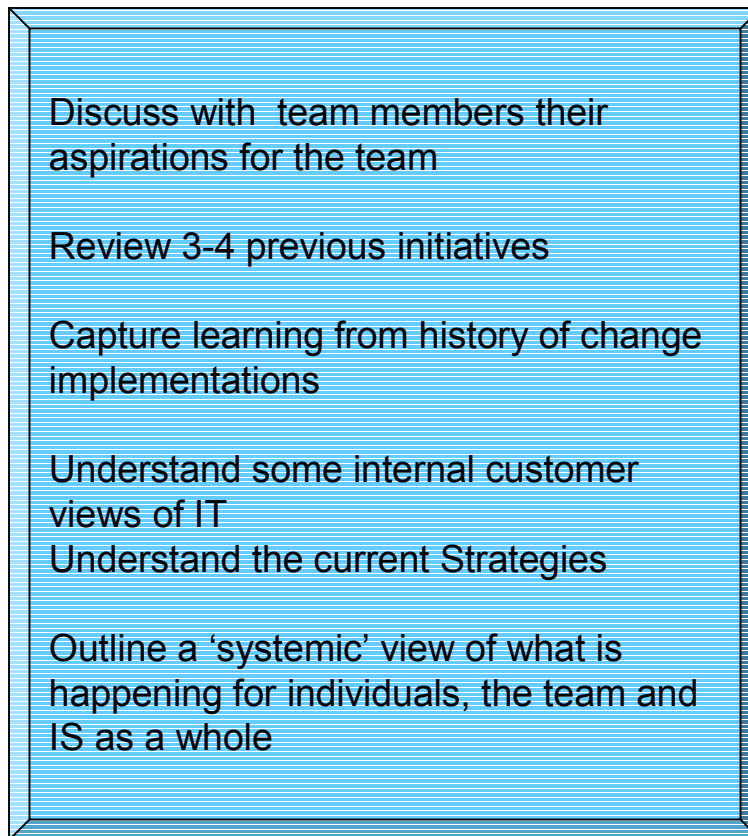


Working with your management team

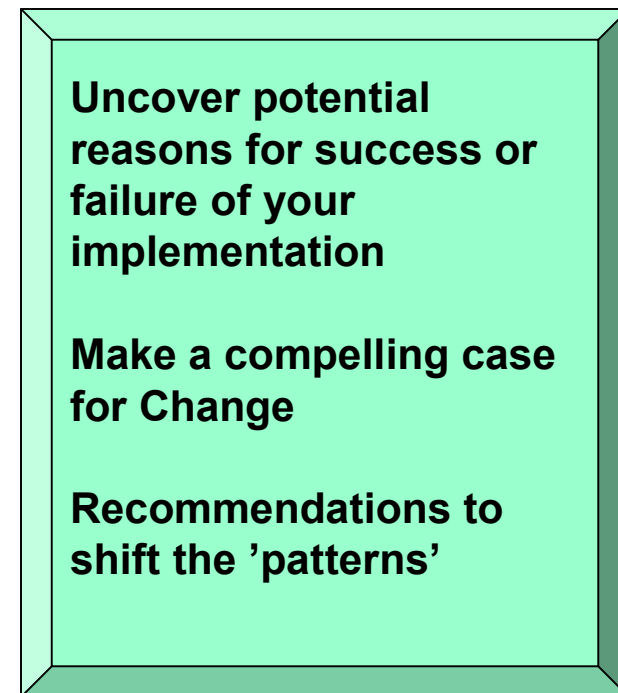
- We can help your management team to create partnership with the business by:
 - Engaging and influencing critical stakeholders
 - Creating effective business networks
 - Developing IT strategy with key stakeholders
 - Identifying people capability shifts needed
 - Developing relationship management skills
 - Speeding up and maximising exchange of information across boundaries

Recent example of working with an IT management team

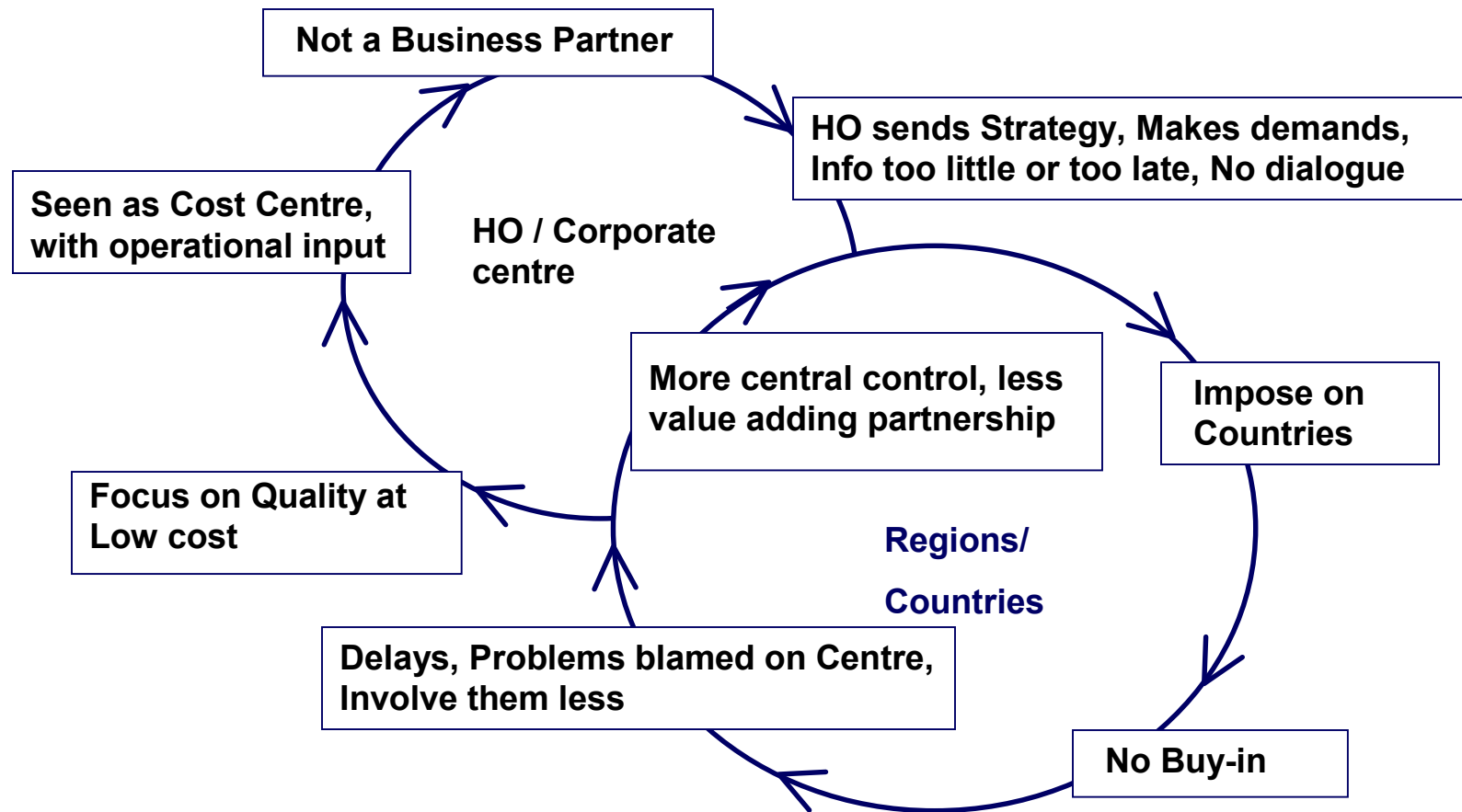
Identifying what needs to happen



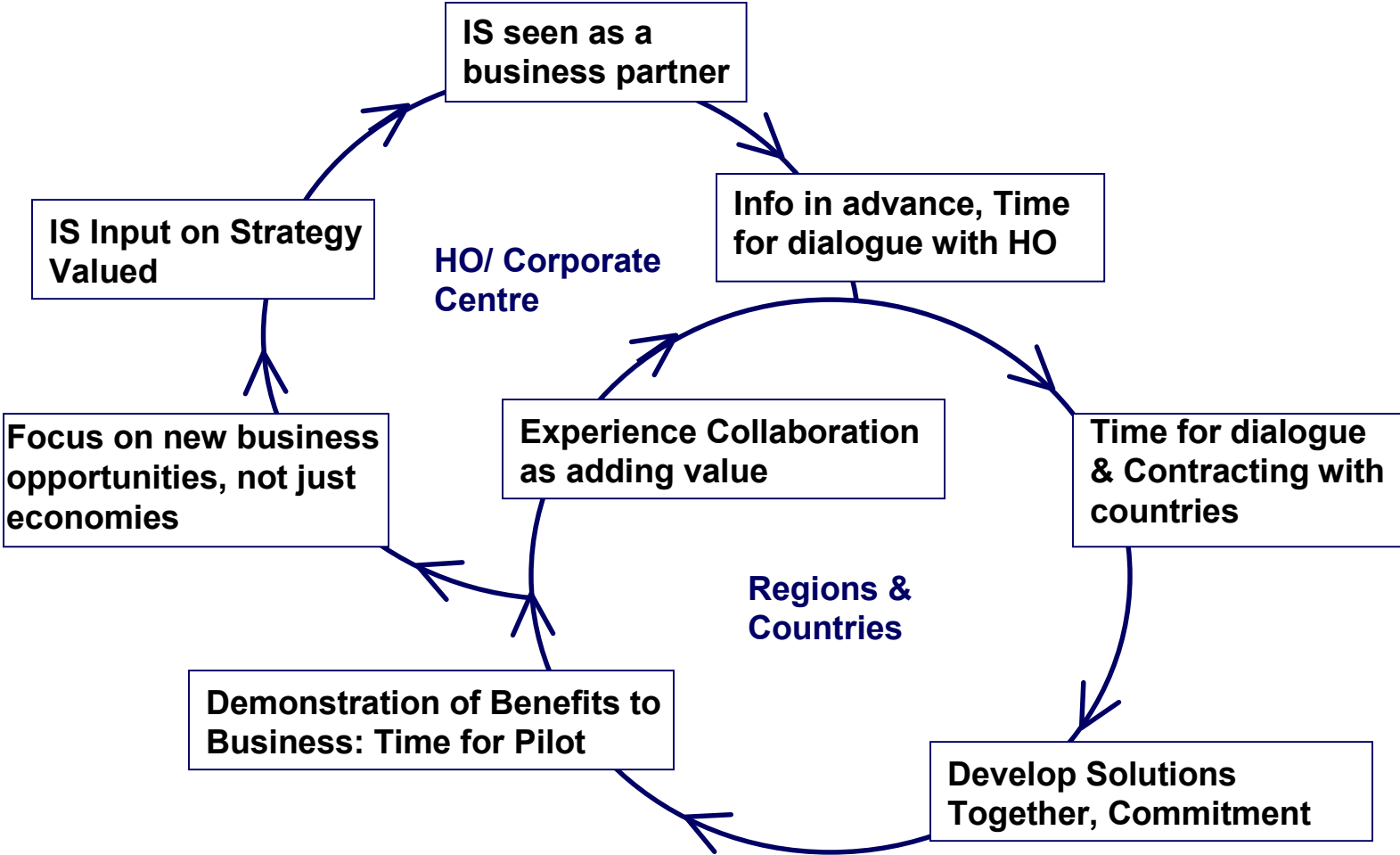
Outcomes



Key pattern: Partner or Cost Centre - Impose or Buy-in?



Alternative: Partner and Get Buy-in



Key Capabilities

We can help your people to:

- Build effective relationships
- Assess needs and create client centred solutions
- Manage Client reviews/ contract with business
- Build commitment to change
- Review their personal impact
- Work well across interfaces

Our experience

- Developing top leadership teams in IT functions
- Consulting and relationship skills
- Strategy Development at Board level
- Client range : blue chip companies across hi tech, banking, insurance, oil, telecomms

References are available if required