

“Take a look at the way a company’s IT organization is structured and that’ll mirror how well the company is run”

– CIO, A Fortune 10 Manufacturing Company

The best CIOs are business-savvy visionaries on the executive leadership team. Those CIOs advise the business units how to achieve go-to-market optimization. They drive and often lead due diligence and business cases around M&A activity and complex integrations. They play a strategic role to develop and transform business models needed to achieve operational excellence – the key to thriving in a rapidly-changing global economy. Today’s marketplace is turbulent, marked by increased and unrelenting market forces; connectivity; consumer power; hyper-competition; new emerging markets; economic uncertainty and volatility. Because CIOs have unique insights from having built foundations for profitable growth and innovation, they are becoming indispensable board advisors.

The best CIOs design *common processes* focused on *global collaboration* needed to *grow profitably* – ultimately creating superior shareholder value



“I report to the Chairman/CEO. I wear three hats: 1) I have the traditional CIO role in terms of keeping the lights on, data center, development program management and so forth. 2) I also run end-to-end business processes and transformation – called Business Transformation – and I am on the executive committee with the CEO, CFO, head of Sales and head of Supply chain. Here we are driving all the key change programs. Also related to but not entirely underneath business transformation, I run and own our company’s e-commerce strategy – so how do we electronically enable every piece and every touch-point in our business. The e-commerce strategy committee is comprised of the CMO, head of Sales, head of Supply Chain and myself. And 3) I also run shared services. My charge is to assure we truly drive business value through the programs that we’re running and making sure that the portfolio ties to matching how do we get the company to world class.”

– CIO, A Fortune 50 Technology Company

“I am a member of the Executive Committee, which is directly linked to the board of directors and appropriate committees. There are ten of us including the Chairman and the CEO. I am not only an integral part of the business strategy team, but also being the CIO, that basically drives, not only as support and enabling capabilities, but also, actively innovating and transforming and putting the differentiated solutions in the hands of our people. Why? Because I am now a key participant setting our global strategies, and know the requirements needed to execute against those strategies. So I can channel my organization into a path that can drive value for the company, accelerate growth and accelerate the profitability of the company.”

– CIO, A Fortune 50 Consumer Products Company



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