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The Cash Concours

AOM Session

Executive Leadership and Information Technology: A Fragile Dance

9 August, 2004

New Orleans Marriott

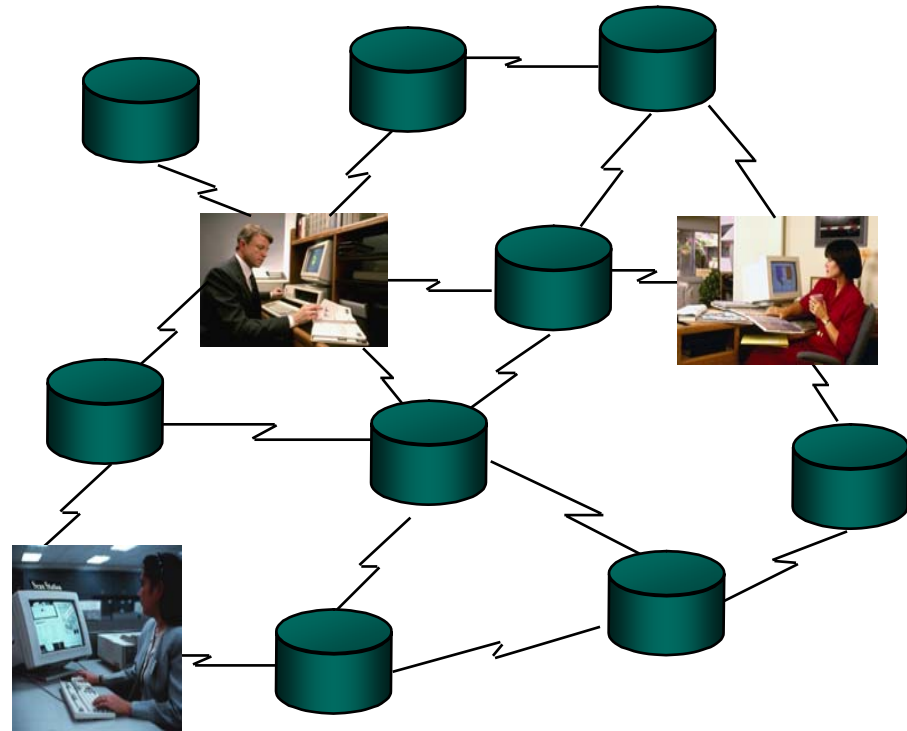
New Orleans, LA

The Concours Group



Changing Roles for Both Business and IT

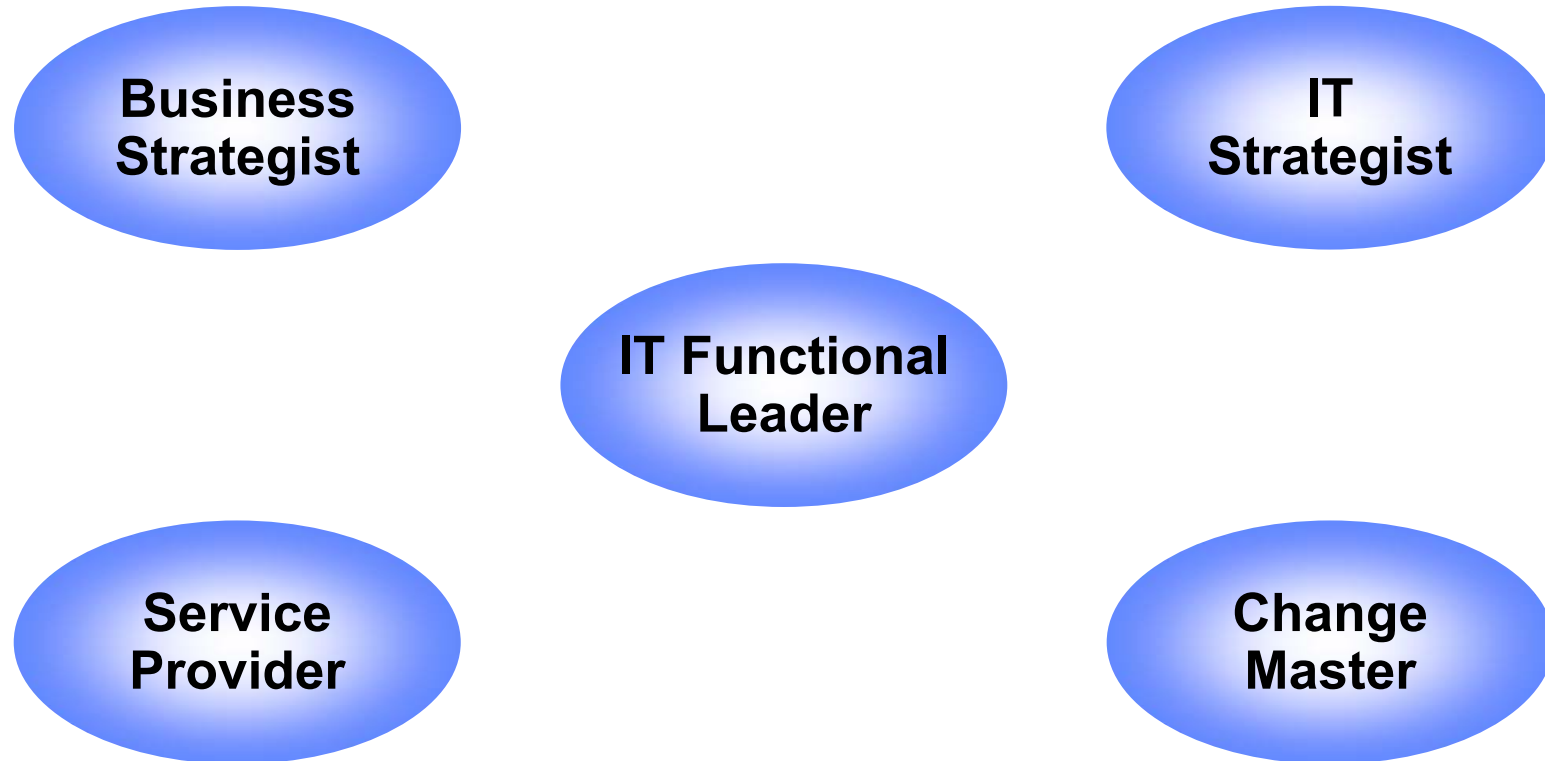
- Customer relationships are interactive, immediate, and personalized/customized
- Business processes are significantly IT-dependent
- Management is demanding virtually instantaneous IT delivery
- IT significantly influences business strategy and strategy implementation
- IT/business **alignment** has been replaced with IT/business **convergence**



A CIO Is Not a CIO Is Not a CIO Is Not . . .

	Global Infrastructure	Local Networks	Applications	Data Center	Strategy and Architecture
Corporate CIO - Operations					
Corporate CIO - Functional Leader					
Business Unit CIO					
Regional CIO					

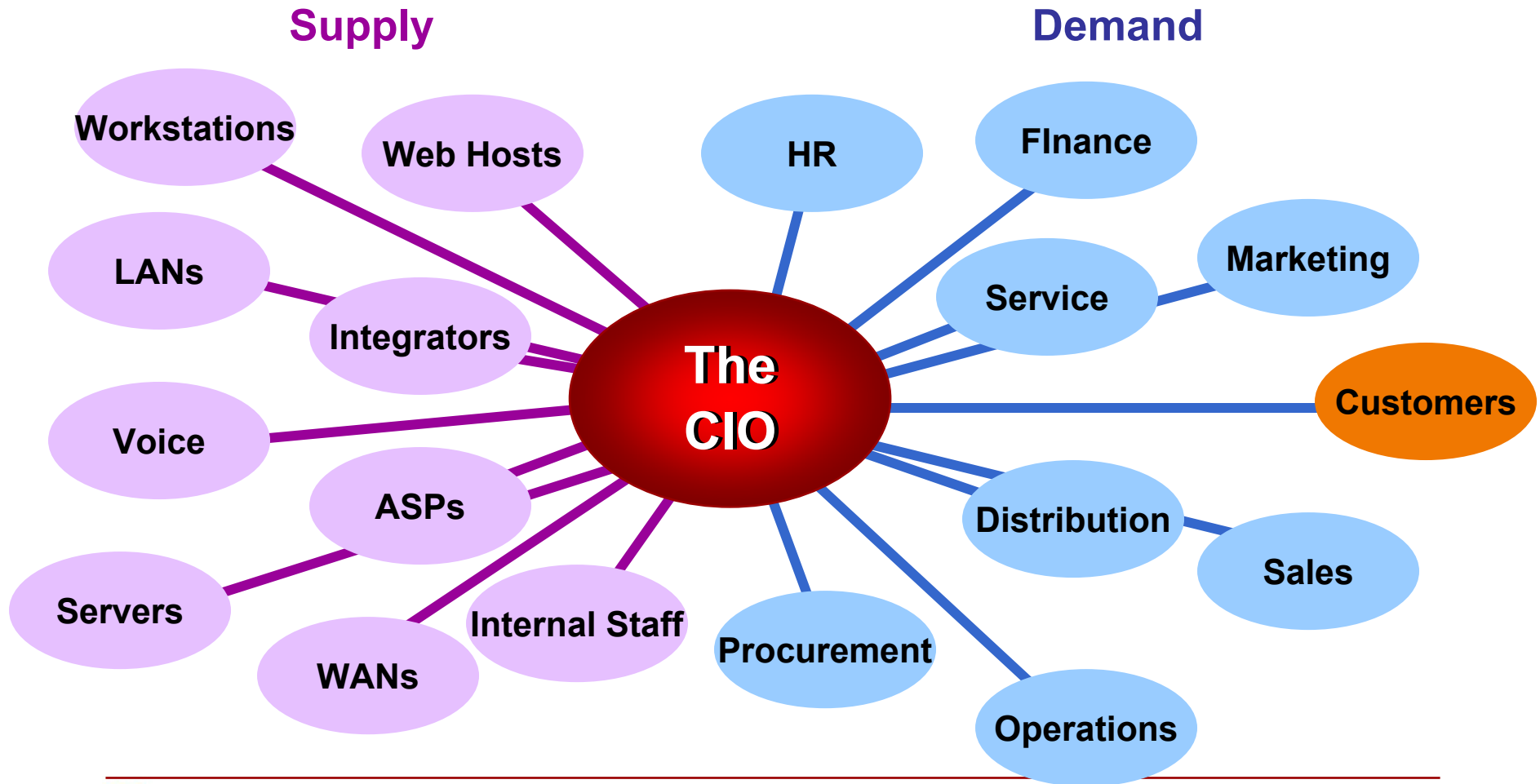
CIOs Wear Many Hats - But Five Roles Are Key*



*Adapted from research by Michael Earl and confirmed by LIT survey

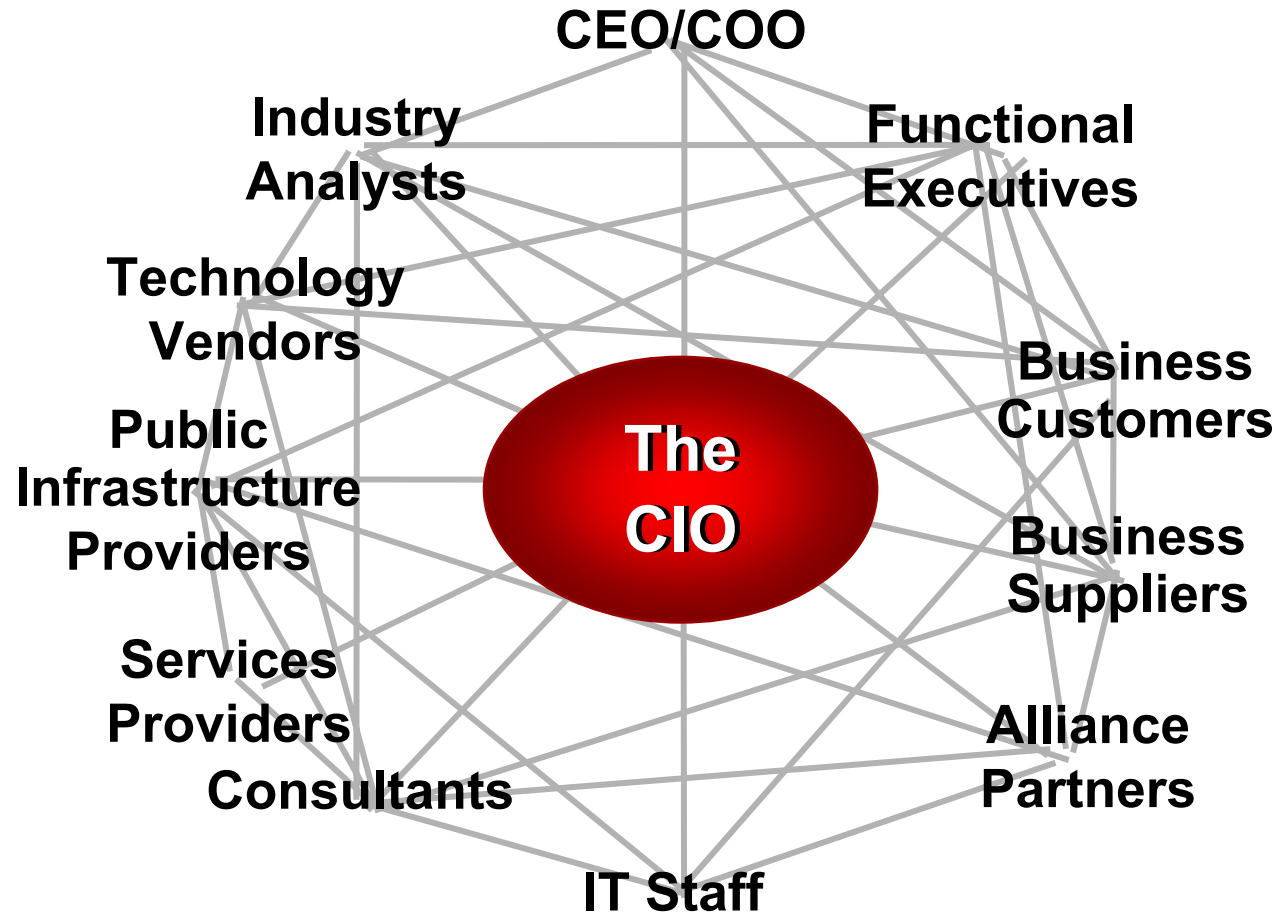
Service Provider:

Today's CIOs Face Unprecedented Levels of Complexity and Choice

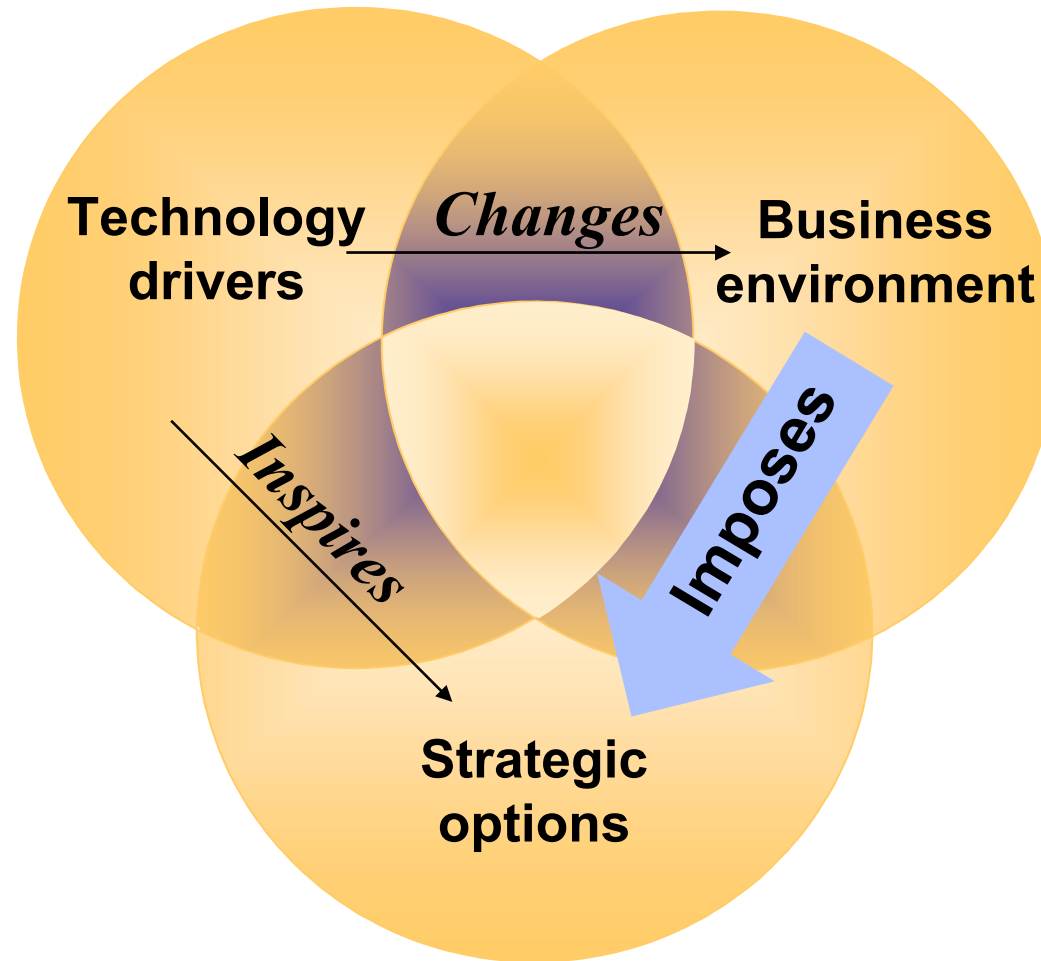


Functional Leader:

Caught in a Web - A Complex Personal Network of Demands and Resources



Business Strategist: CIO Participation in Strategy Formulation



Strategy Formulation Issues

- **India and China will have a disproportionate influence on the future global economy.**
 - **Role in sourcing and it's influence on organization structure**
 - **Access to highly specialized skills and knowledge creation**
 - **Participation in distributed innovation processes**
 - **Opportunity in industrial and consumer markets**

From an IT sourcing perspective, India currently is dominate. However, from a macro-economic perspective, China dominates.

The Situation

**Most CIOs focus on India,
but their business counterparts
are looking at China.**

The Issue

China's role in the future global economy is so large you cannot afford to ignore it. CIOs must begin now to understand how to harness the potential and avoid the pitfalls.