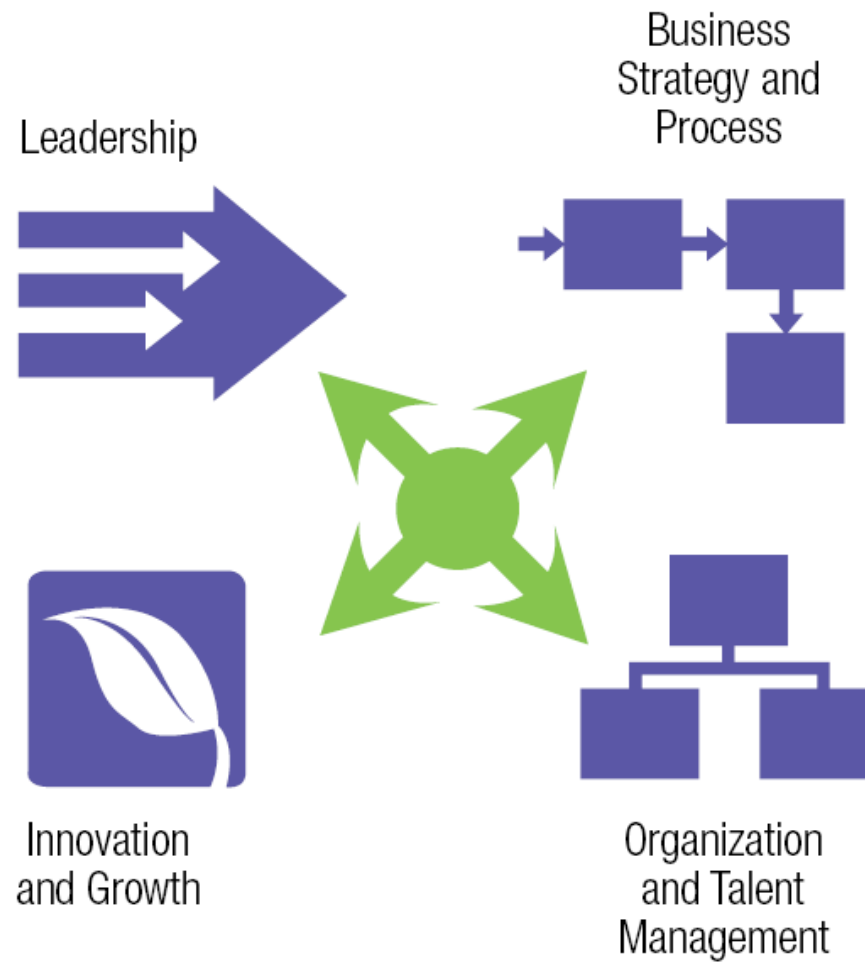


CIO Leadership:

Liiketoiminnan kehittäjä vai tekniikan tuottaja?

CIO Forum 2009
Jukka Purola
Juuso Laatikainen

CIO Leadership :

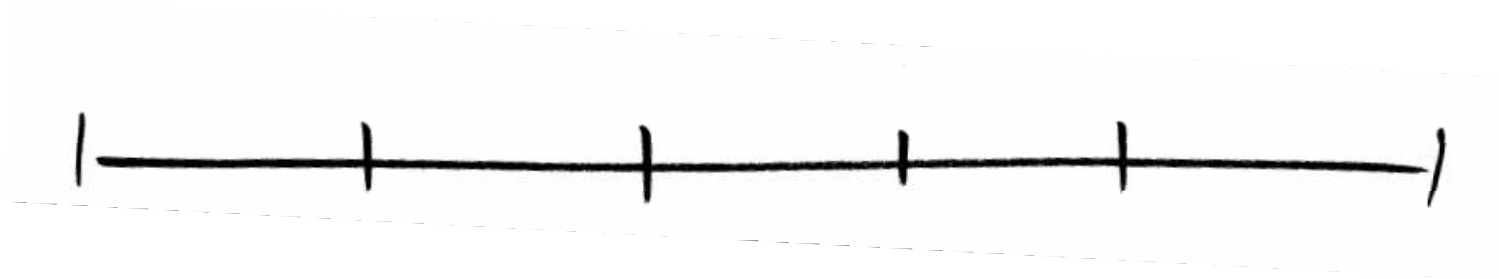


Lähde: Center of CIO Leadership: The CIO Profession: Leaders of Change, Drivers of Innovation, October 2008

Leadership



IT=N ROOLI

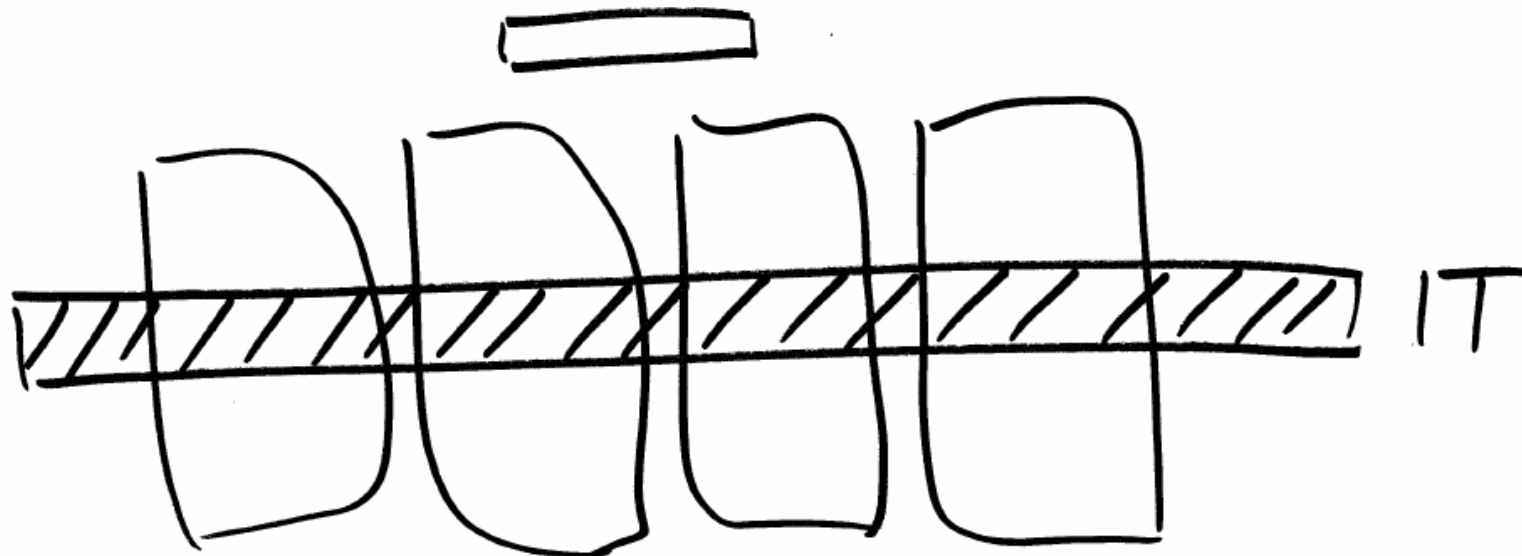


TEKNINEN

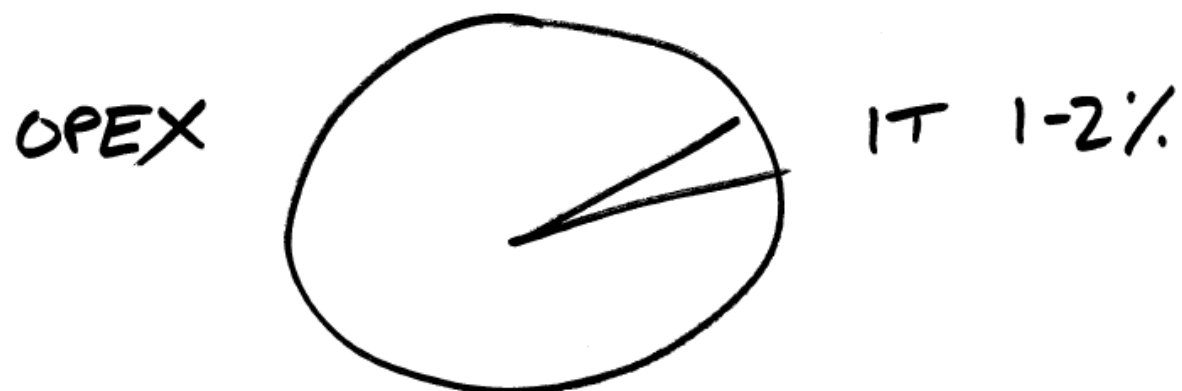
LIKETOIMINNAN
KEHITYS



IT USEIN AINOA AIDOSTI HORIZONTALINEN FUNKTIO



IT:N KUSTANNUKSET VS. MUUT SÄÄSTÖT

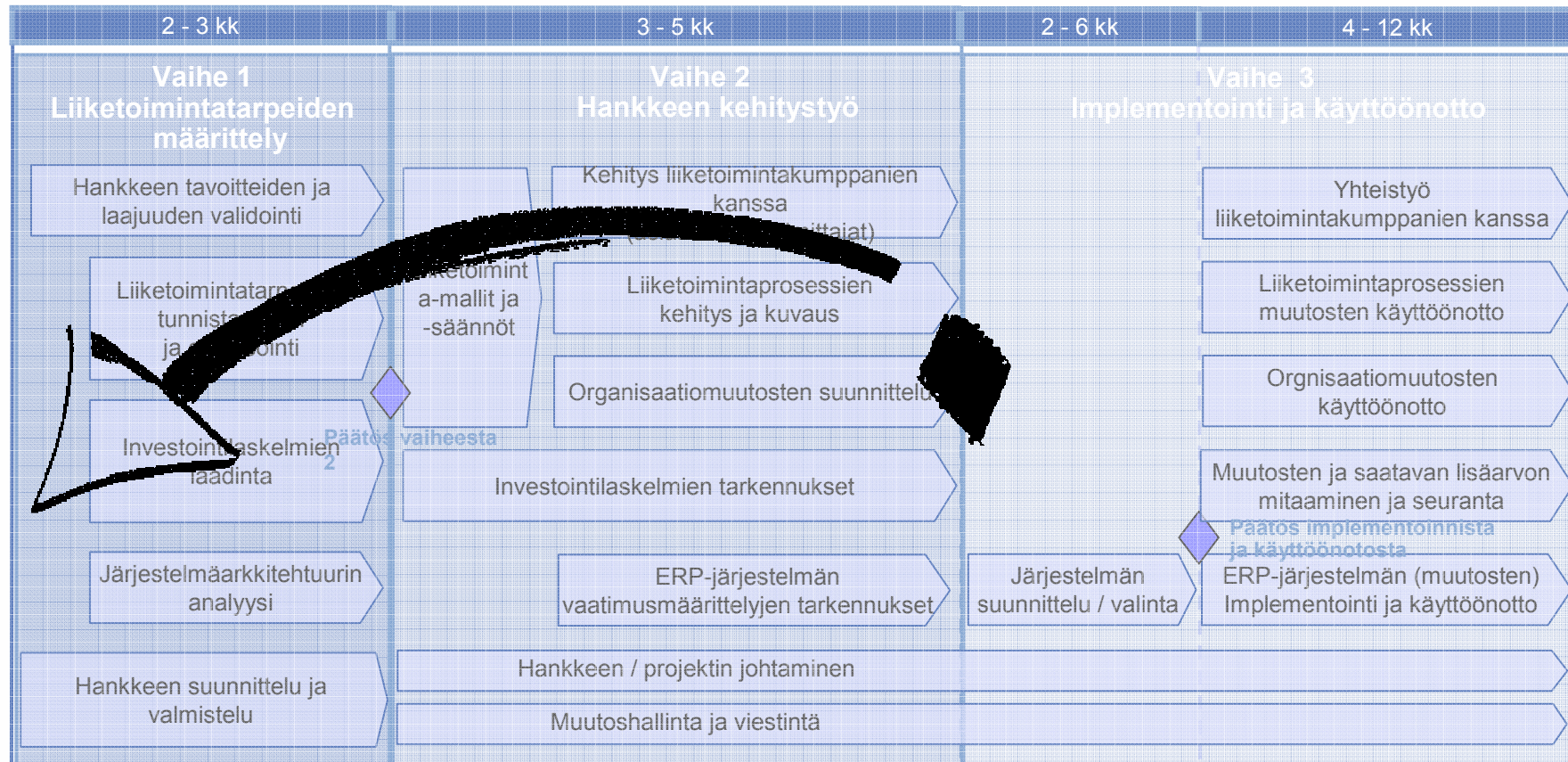


ERP / IT-PROJEKTI BUSINESS CASE



TYYPILLINEN ERP-KEHITYSTYÖ HANKEKARTTA

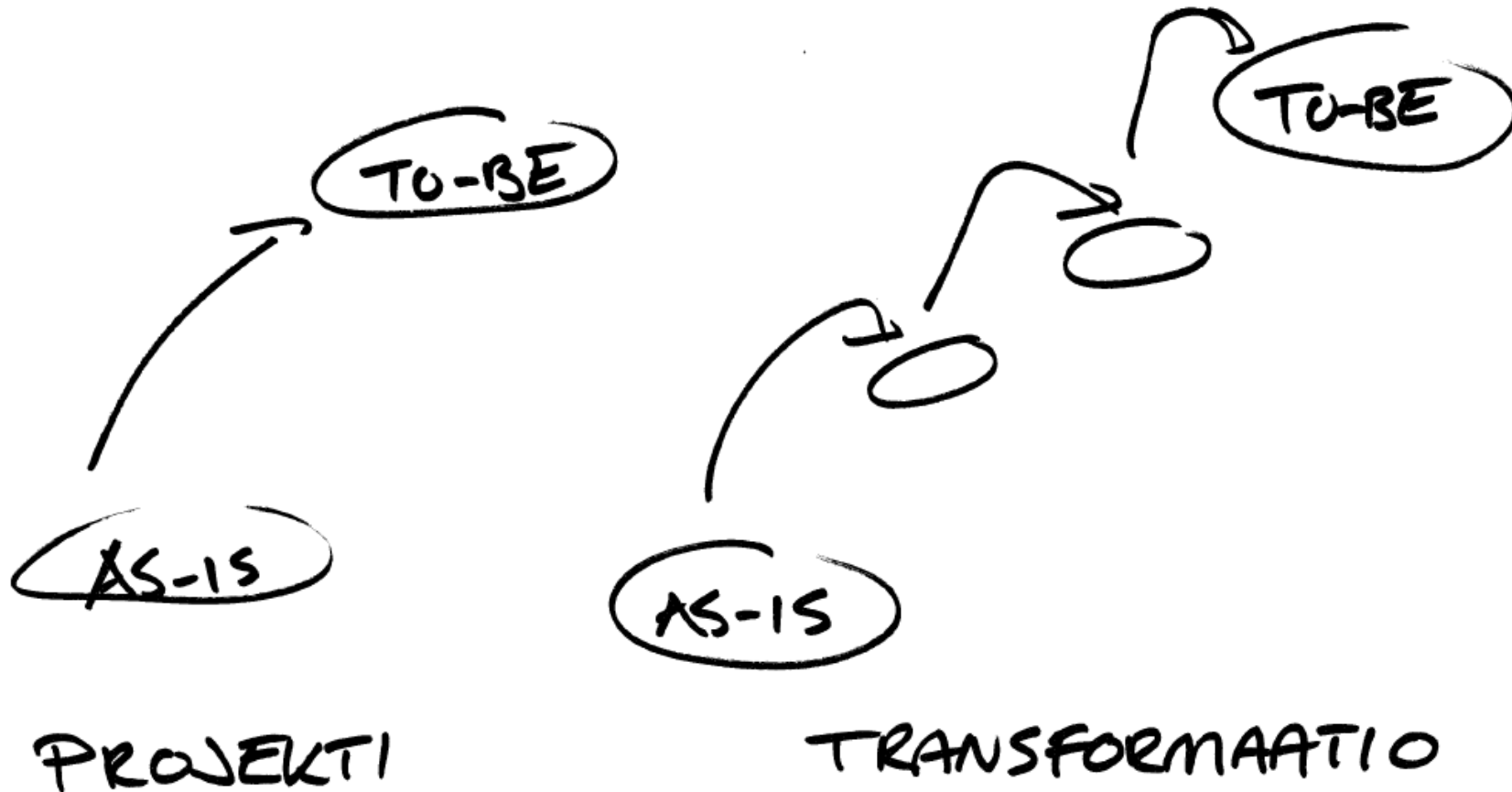
Aikataulu on indikatiivinen.



Esimerkinomainen kustannus vaiheittain

50...100 kEUR	100...250 kEUR	25...50 kEUR	500...2000 kEUR
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ROADMAPPING



RESURSSIPULA



- PROJECT A
- PROJECT B
- PROJECT C
- PROJECT D
- PROJECT E
- PROJECT F

HANKITTAAN SAP

→ KÄYTETÄÄN EXCEL

Recently, our clients have been turning to us to challenge their existing cost structure and operating model

Are our strategies optimally aligned to competitive environment?

How to become a more focused and competitive company?

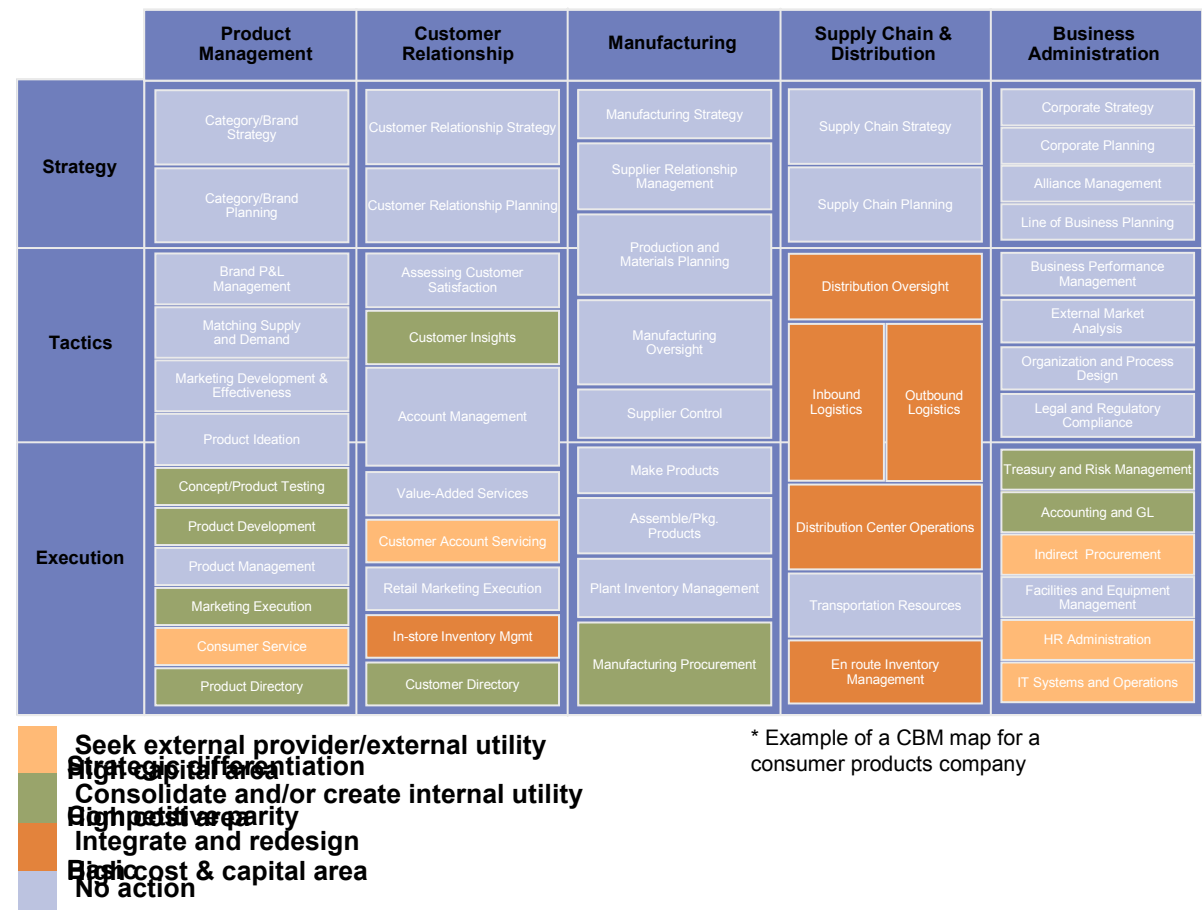
Are our resources optimally aligned with strategies and allocated to focus areas?

What are our key competences securing our future success? Where we are ahead/behind the competition?

Where we can leverage more commonalities to realise synergies?

What do we need to develop in order to meet the challenges of the digital convergence?

IBM's Component Business Model is one way to facilitate discussion on corporate wide initiatives



EXAMPLE
For illustration only

CBM harjoitus – IT muutoksen mahdollistajana

- Sinulle on jaettu edellä kuvattu henkilökohtainen CBM-kartta. CBM-kartat perustuvat IBM:n toimialojen yleisiin referenssikarttoihin ja ovat täten karkeita approksimaatioita edustamasi organisaation toiminnasta.

--- Harjoitus ---

- Tunnista kompetenssi-alueet joissa:
 - 1) IT on mielestäsi onnistunut luomaan erityistä lisäarvoa liiketoiminnalle
 - 2) Olet tunnistanut että IT voisi tuottaa nykyistä enemmän lisäarvoa
- Raportoi vastauksesi CBM karttaan siten että:
 - Merkitse “1” komponentteihin joissa väittämä 1 on relevantti
 - Merkitse “2” komponentteihin joissa väittämä 2 on relevantti
 - Mikäli et tunnista selkeästi kumpaakaan vaihtoehtoa, jätä komponentti tyhjäksi

CBM Exercise

Ari Kuusio - HAMK

1= IT on mielestäsi onnistunut luomaan erityistä lisäarvoa liiketoiminnalle
 2= Olet tunnistanut että IT voisi tuottaa nykyistä enemmän lisäarvoa

	LEARNING & ASSESSMENT	ENROLLMENT MANAGEMENT	EXTERNAL RELATIONS	FINANCE & BUSINESS ADMINISTRATION	RESEARCH
STRATEGIC PLANNING & POLICY	Curricular Design	Enrollment Management Planning	Public Relations	Human Relations	Research Strategy
	Policy Development & Review		Outreach	Finance Strategy	Technology Transfer
	Resource Development		Corporate Relations	Facilities Strategy	Research Protocol & Regulations
	Assessment	Marketing & Brand Strategy	Government Relations	Capital Development	Intellectual Property Strategy
	Intellectual Property		Association/ Consortia Memberships	IT Strategy	
TACTICAL OVERSIGHT / MONITORING	Delivery Solutions / Channels	Enrollment Management Processes & Services	Relationship Programs	HR Operations Mgmt.	Proposal Tracking
	Content Resources / Development	Staff Cross Training	Relationship Tracking	Finance Mgmt.	Grants Management
	Learning Support Services Scheduling		Resource Acquisition	Auxiliary Enterprise Mgmt.	Regulatory Tracking
	Staffing & Scheduling	Advising & Orientation	Legal & Regulatory	Disaster & Security	Intellectual Property Tracking
EXECUTION	Content Creation / Repository	Market Research & Promotions	Program Delivery	HR Operations	Proposal Development
	Instructional Delivery, Examination & Certification		Constituent Tracking	Finance Operations / Controls	Grant Administration
	Assessment Program	Enrollment Management Services & Logistics	Relationship Management & Communications	Facility Utilization & Maintenance	Regulatory Compliance
	Learning Support Services Delivery		Membership Activities & Participation	Capital Development Administration	IT Operations
			Auxiliary Operations		Research & Dissemination
			Disaster Recovery		

Additional remarks:

kiitos.