

CIO muutosjohtajana yli organisaatorajojen



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Antti Koskelin

CIO Konecranes Group

KONECRANES[®]

Konecranes overview

Business Agenda → CIO Agenda

Mindset for modern CIO

- Liikevaihto 2 103 milj. euroa (2008)
- Yli 9 900 työntekijää ja 485 huoltopistettä 43 maassa
- Yksi maailman suurimmista nosturivalmistajista
- Maailman suurin nosturihuoltoyhtiö



Liiketoiminta-alueet



Kunnossapito



Standardinostolaitteet



Raskasnostolaitteet

Vuosituotanto

- Yli 30,000 nosturia ja köysinostinta sekä kymmeniä tuhansia ketjunostimia
- 600 raskasta prosessi-, satama-, terminaali- ja telakkanosturia
- 495 trukkia ja konttikurottajaa
- 359 811 nosturia huolto-sopimuskannassa (vuoden 2008 lopussa)
- 55 000 sähköistä ohjausjärjestelmää



Hyvinkää



Vernouillet, Ranska



Springfield, USA



Shanghai, Kiina

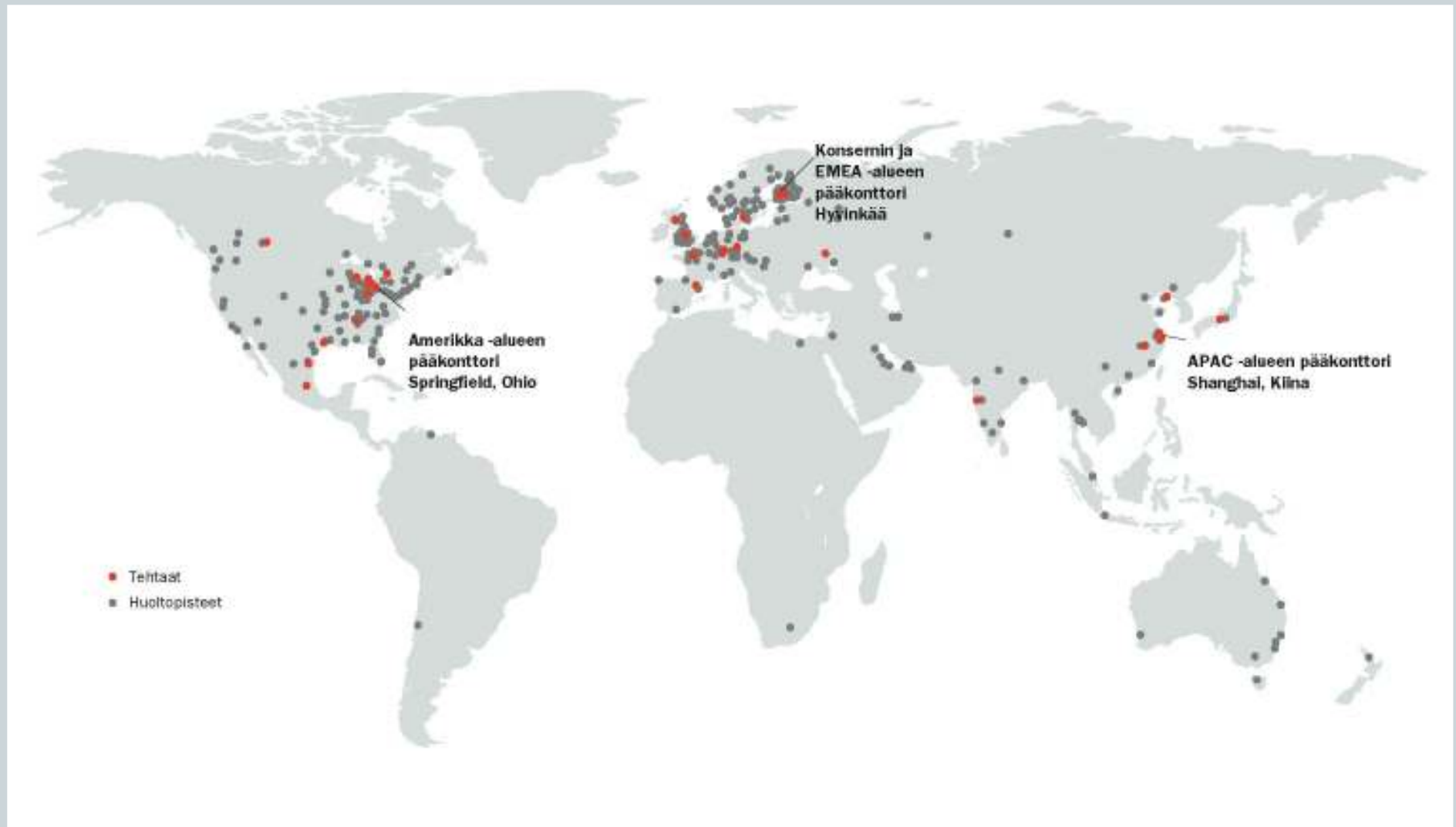


Hämeenlinna



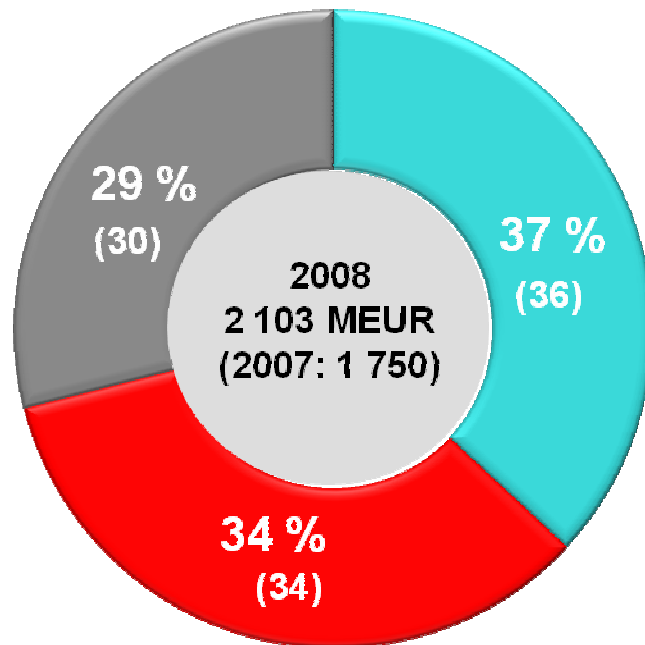
Markaryd, Ruotsi

Maailmanlaajuinen verkosto

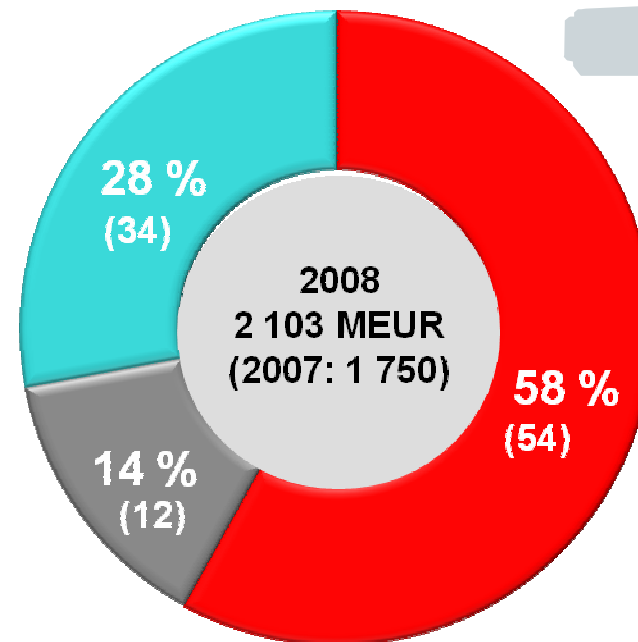


Liikevaihto

Liiketoiminta- ja markkina-alueittain, %

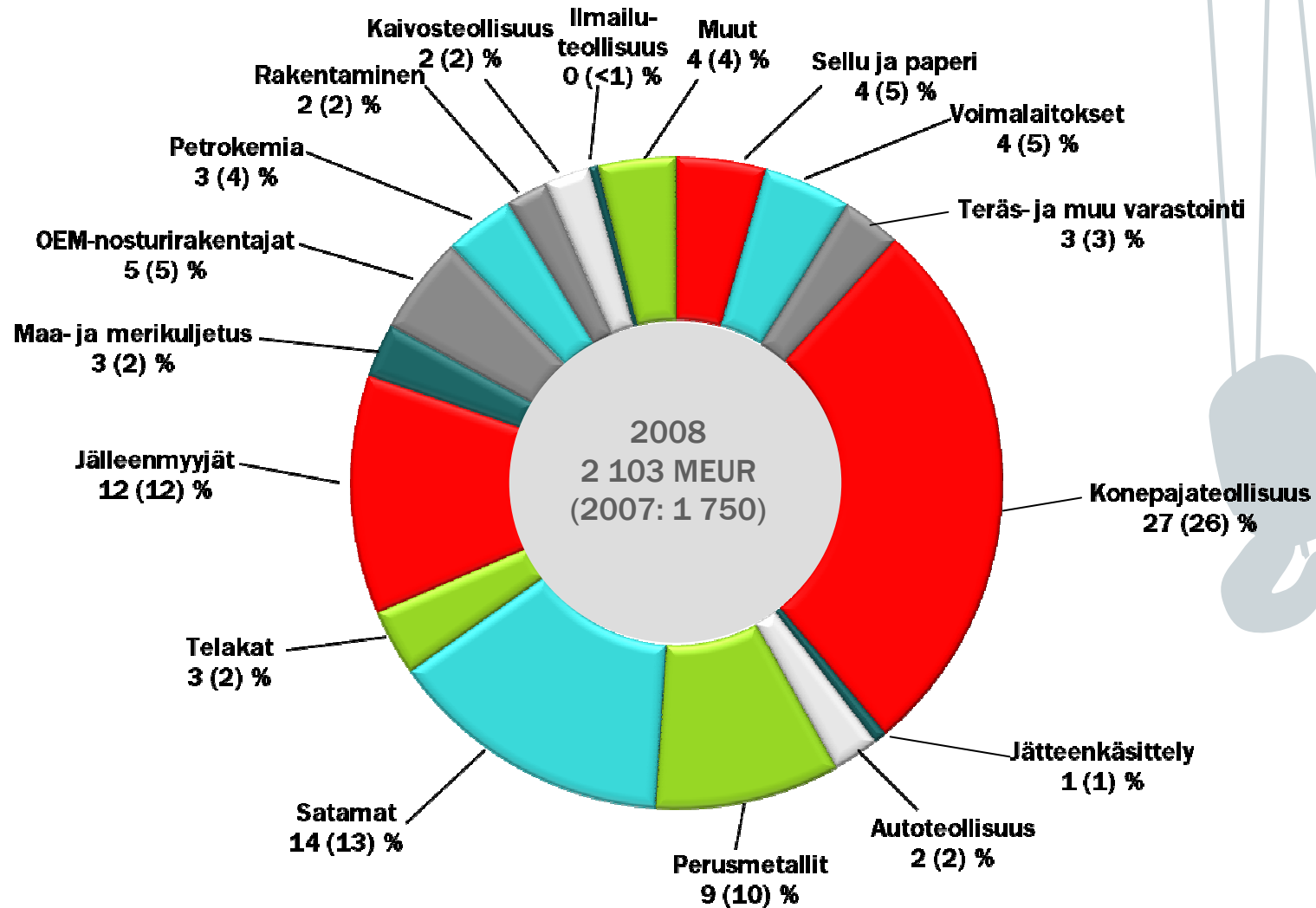


- Standardinostolaitteet
- Kunnossapito
- Raskasnostolaitteet



- Eurooppa, Lähi-Itä ja Afrikka
- Aasian ja Tyynenmeren alue
- Amerikka

2008 Liikevaihto teollisuudenaloittain



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Contradicting Expectations for IT ?

The world economy is
slowing

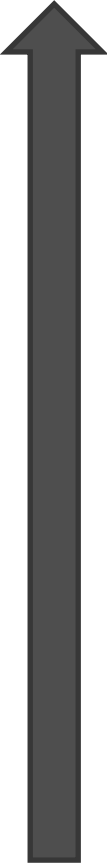
Strong need for
growth and integration

IT must:

- Drive down costs
- Invest in innovation
and transformation

CEO's agenda

Footprint



Grow
in volumes and product range

Transform
Business models, processes and competencies

Support
Daily business operations

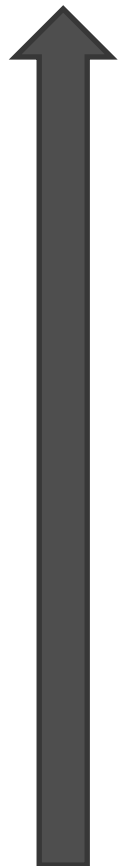
Build
new business opportunities



Renewal

CIO's agenda

Footprint



Grow

Scalable ERP, integrated with PDM
and business visibility by CRM

Transform

Major part of business model
renewal project with important IT
component,
Strengthen collaboration and people
interaction with IT

Support

Ensure business continuity
SOA, Platformization, Access to
right competencies

Build

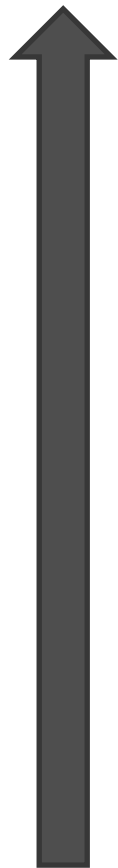
New business opportunities by
integrating IT with products and
services



Renewal

CIO's agenda

Footprint



Grow

Scalable ERP, integration
and business

Transform

Major part of business model
with important IT
and people

Ensure business con
SOA, Platformization, Access to
right competencies

Business opportunities by
integrating IT with products and
services

From IT
to
**BUSINESS
LEADERSHIP**



Renewal

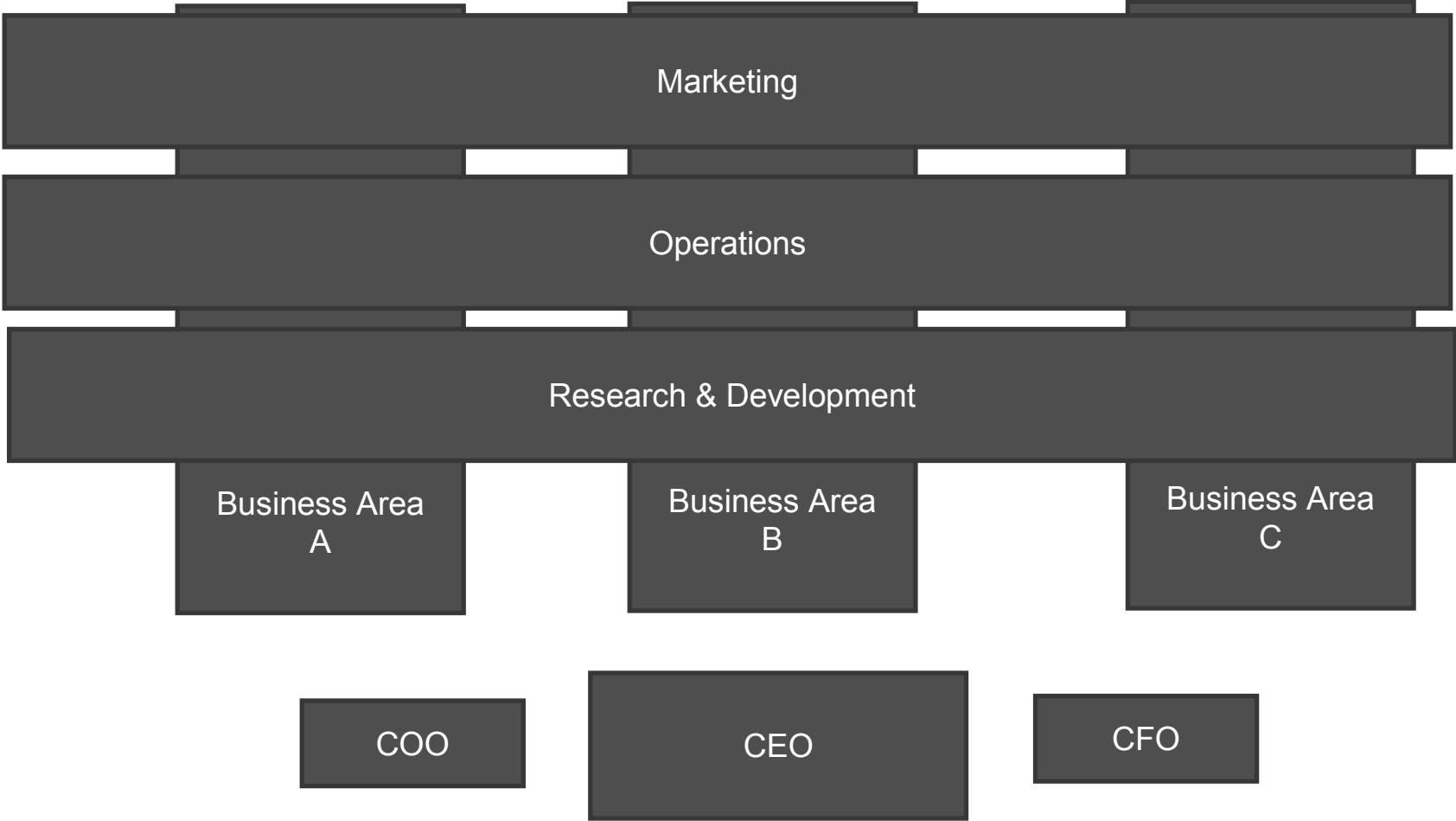
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Mindset for modern CIO

Responsibilities of top business leaders

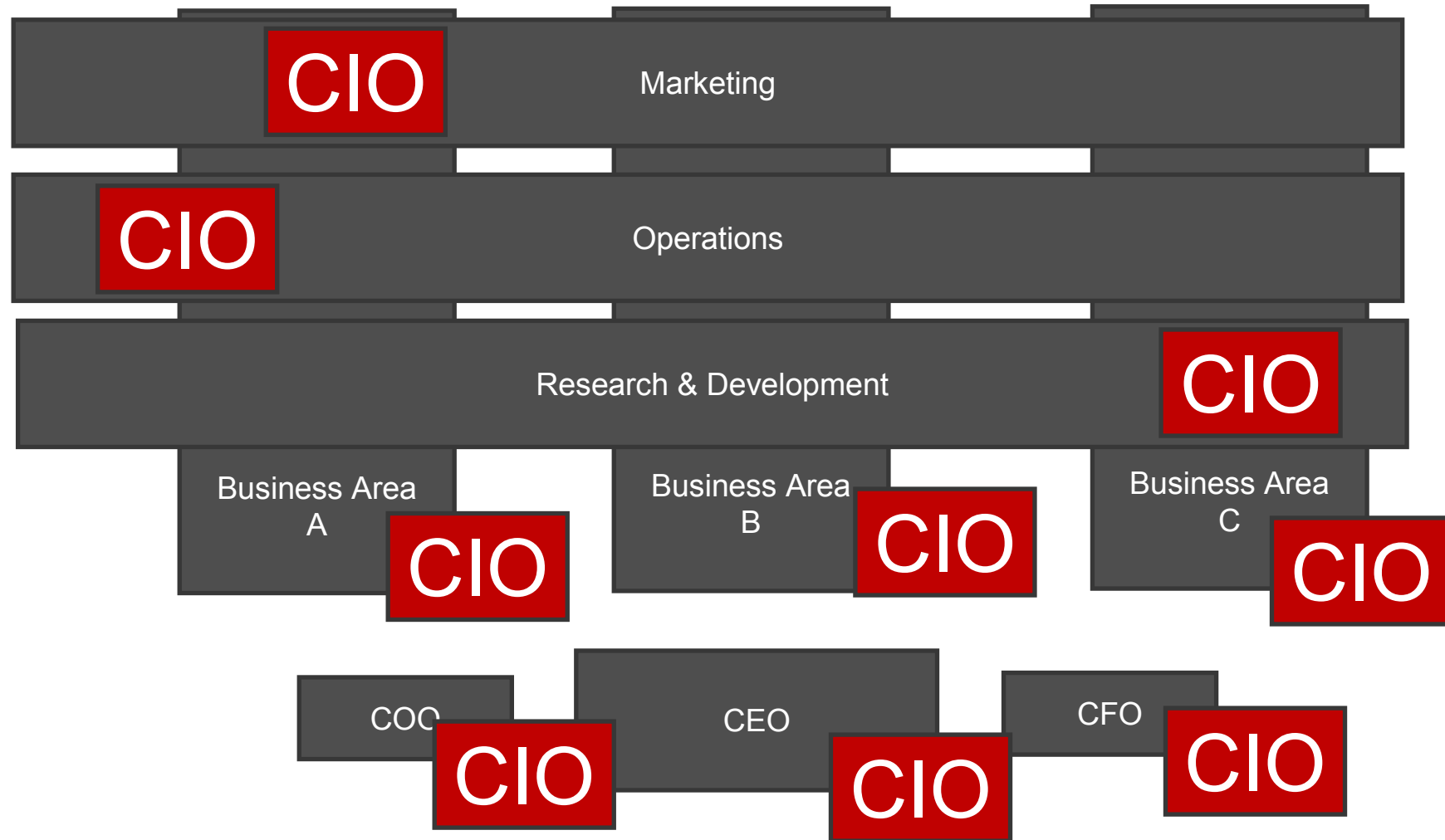


Role of the modern CIO



CIO

CIO - Well positioned to support business !?



My personal learnings ... and approach for business minded CIO's

- Talk business !
 - How's business... how's life ?



My personal learnings ... and approach for business minded CIO's

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 - How's business... how's life ?
- Understand business better,
than business understands IT !



My personal learnings ... and approach for business minded CIO's

- Talk business !
 - How's business... how's life ?
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- Be proactive in all levels !
 - Operational – fix IT !
 - Tactical – maintain & develop IT !
 - Strategic –
Renew before your area told IT !



My personal learnings ... and approach for business minded CIO's

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 - How's business... how's life ?
- Understand business better,
than business understands IT !
- Be proactive in all levels !
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 - Tactical – maintain & develop IT !
 - Strategic –
Renew before you are told IT !
- Key Performance Indicators (KPI)
 - Market Share
 - Stakeholder Satisfaction
 - Employee Satisfaction

My personal learnings ... and approach for business minded CIO's

” The MINDSET ”

- Yksinkertaista
- Ole johdonmukainen
- Älä provosoidu



Thank You
Kiitos

www.konecranes.com