



## - HIVEMIND NETWORK -

Helping businesses that care, deliver change that matters

The HiveMind Networks

**CIO Advisory Service,**

part of the

**HiveExec product family**

# HiveMind **CIOAdvisor**

**Product Overview - Member Presentation**

Not for distribution outside of HiveMind

**Product Owner**

**Ben Dickie**

Contributors

Lyndon Docherty, Jules N, etc

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# AGENDA





**IT Leadership is challenging in today's  
connected world**





**How can we help our clients **to survive**  
**and flourish****





**Understanding our competitors **who**  
offer services to help in this space**






**How we outperform them**



A close-up photograph of a hand holding a dark red pen with a gold-colored tip, pointing at a document. The document contains several numbers: '0,00 H', '1.148', '0,00', '49,40', and '73.713,76'. The document is white and the numbers are printed in black. The background of the slide is dark blue with a curved orange line separating the image from the text.

**The financial returns and growth  
potential for you**





**The support we provide to help you  
succeed in selling and delivering **this**  
**service****







**Who Is this for? Is this right for you?**





**All we ask of you in return**



**To summarise**



- 1. IT Leadership is challenging**
- 2. How can we help**
- 3. Our competitors**
- 4. How we outperform them**
- 5. The financial returns for you**
- 6. The support we provide**
- 7. Is this right for you?**
- 8. All we ask of you in return**





**IT Leadership is challenging  
in today's connected world**





*"There's no worse time  
than now to be an  
average CIO..."*

Quote from a recent McKinsey  
Leadership Conference





# Why ?



A cartoon dog, resembling a Weimaraner, is shown in a dynamic pose as if running or jumping. It is wearing a dark harness and is holding a long, straight wooden plank in its mouth. The dog is positioned on top of a dark-colored train car, which is itself on a set of train tracks. The background is a blurred, warm-toned landscape, suggesting speed. The text "They're building the track whilst speeding down it." is overlaid on the image, with "speeding down it." in orange.

They're building the track whilst  
speeding down it.







Their business needs them  
to help **modernise**, if not  
**transform** to survive





Whilst at the same time  
**They're continuously  
pressured to evolve and  
deliver more with less**





# **Whilst wrestling with increasing legacy complexity**



A cartoon dog, resembling a Weimaraner, is shown from the side, sitting on a dark brown train car. The dog is white with dark markings on its ears and face. It is holding a large, grey, mechanical brake lever with its mouth. The lever has a black handle and a series of small, rectangular components. The dog's front legs are extended forward, and its hind legs are also extended. The train car is on a set of tracks, and the background is a blurred, reddish-brown landscape. The text "And no one is putting the brakes on!" is overlaid on the image in a bold, sans-serif font. The first part of the text is orange, and the second part is white.

**And no one is putting  
the brakes on!**



**Putting aside the ghastly,  
Gartner marketing words,  
their points hold true over  
what's coming down the  
line...**







What the future holds?

# HYPERAUTOMATION

Source Gartner





What the future holds?

# MULTIEXPERIENCE





What the future holds?

# DEMOCRATIZATION







What the future holds?

# HUMAN AUGMENTATION



What the future holds?

# TRANSPARENCY & TRACEABILITY





What the future holds?

# EMPOWERED **EDGE**





What the future holds?

# DISTRIBUTED CLOUD





What the future holds?

# PRACTICAL BLOCKCHAIN







What the future holds?

# AI SECURITY





**IT Leaders** are expected to  
deliver results for everyone so  
average isn't good enough





**How can we help them  
survive and flourish...**







# Trusted Advisor & sounding board





**Depth and breadth of  
knowledge to help validate  
and support decision  
making**





**Cradle to grave if needs be**





**Rapid access to world class  
expertise.**

**When and where needed**



**SOME SERVICES ALREADY  
EXIST TO HELP!**



**Gartner, Forrester, Deloitte,  
KPMG, EY, Bearing Point...**

**Loads of them, and we don't believe any of us can  
compete with them as an individual?!**



THERE'S GAPS AND ISSUES SO WE CREATED A  
FRESH, PRACTICAL ALTERNATIVE

## CIO ADVISORY SERVICE



Just  
You  
?

**HiveMind**

**The Big  
Players**

**Value for money  
and  
Flexibility  
and a new underlying  
platform**





**NEWLY Included**  
**- Answer Store Platform**  
**- our co-created**  
**Accelerators**



Search

 Explore

 Talk with Experts

 Work & Job Posting

 Accelerators

 Personalise

 Business Perspectives

 My Favourites

# HiveMind Answer Store [Business, Technology & Design]

## Explore Communities

THE HOLY GRAIL; EFFECTIVE DELIVERY

### Programme & Project Delivery

The right products or services, using the right approach at the right speed; that's effective delivery!



STRATEGY & SERVICE DELIVERY

### Sourcing & Supply Chain

Leading edge work from the most experienced and successful strategists and delivery experts for strategic sourcing and supply chain.



## New Client Stories



Ben Dickie

Share



# Self-Driven Business Alignment for all Your Activities

**Continually sense and respond to change and accelerate without waste.**

[Get Help](#)

0% Completed.

## Effective Digital Delivery v1.1

Accelerated Solution Delivery BI & Analytics Digital Enablement

Organisational Agility & Effectiveness Process Effectiveness & Automation Purpose to Portfolio

Rapidly self-diagnose your organisations biggest and best opportunities to shine through **effective delivery**.

0% Completed.

## Effective Strategic Sourcing v1.2

Accelerated Solution Delivery BI & Analytics Digital Enablement

Organisational Agility & Effectiveness Process Effectiveness & Automation Purpose to Portfolio

Rapidly self-diagnose your organisations biggest and best opportunities to shine through **effective sourcing**.



**AND WHY IS IT GOOD FOR  
EXPERT PRACTITIONERS  
LIKE YOU?**



Win interesting work **quicker**  
**and easier** than you can alone



**Service more** clients with more  
diverse needs



Earn from the work of **other**  
**experts that you can trust**





# **Support from the HiveMind team**

Commercial and Negotiation  
Support



# FINANCIAL RETURNS FOR YOU



Annual Recurring Income -  
**£13,980**



**A share of the Win Bonus**  
when introducing new  
clients, **upto £5,500**



## Earn from the work of others

An uncapped profit share An average additional **£4K-£6K per annum**



**A Single HiveExec**  
**CIO Advisor** Service  
generates an average of  
**£24K-£26K per annum**







**Who Is this for? Is this right for you?**








**Experience and ability to advise**

**Desire to have a portfolio of clients**

**Want to offer more than you can alone**

**Structured support in business  
development**





**The support we provide to help you  
succeed in selling and delivering **this**  
**service****



# CIOAdvisor Accelerator Program

**6 weeks to your first  
CIOAdvisor Client!**





**2-3 hours a week**





**1 Learn Plan & Select**

**2 Understand the Accelerators**

**3 Buddying, Practising & messaging**

**4 Personal Brand enhancement**

**5 Relevance and your stories**

**6 Going out with confidence**





**All we ask of you in return.....**





**THANK YOU**

