

“Help us walk in your shoes”



*“If you know where you are,
you have a better chance of
reaching where you’re
going”*

Understanding Your CIO Landscape

- ‘The Baud Service’

CIO Exec Summary Version

An Assuritivity CIO Advisory Service

*“An extra perspective can
make the impossible
possible”*



*“Let us try to see what you
might not”*

As a CIO, do you share any of these concerns?

- You're a new CIO (within last 6 months or so) and want a quick, impartial health-check of your IT Function to fully understand what you've got ahead of you
- You're a CIO, maybe in a startup, and today's IT Function is complicated so need to check you're aligned with a leading industry-standard for IT Functions
- You're a CIO and want to unearth as many challenges and opportunities for your IT Function as possible
- You're a CIO and under pressure from the Board/Business to implement a significant change (e.g. new platform) but need to ensure your IT Function will be ready to implement, manage and operate it effectively



Benefit from Industry-standard Health Check

- You're a CIO and you want to align/re-align your leadership team with a common strategic direction (with minimal effect to your relationship with them)
- You're a CIO and know your IT Function needs to improve its maturity but you want some impartial advice as to how, where, why and in what order
- You're a CIO and are embarking on a new IT strategic journey but it's going to be expensive doing it yourself and more expensive if engaging external consultants to support



Prepare for IT Strategy Upgrade

- You're a CIO and engaging (expensive) external consultants (or sets thereof) who will (each) want you to spend a significant amount of time doing 'Discovery' but you can't afford the time, cost or risk that it is incomplete, too narrow or overlapping
- You're a CIO with a number of change initiatives underway but want to check you are minimising the risk of unintended consequences, or contention that leads to delays and destroys Business Cases & Benefits
- You're a CIO but fear that any external consultants will use 'get-out' clauses in contracts to extract more of your hard-won budget one way or other



Minimize Change Costs

How much do you value these Benefits?

Basic Benefits

Enablers – Enables you:

- ✓ 'To see the wood for the trees' relative to a leading industry-standard framework
- ✓ To make conscious decisions as to where priorities should be focussed
- ✓ To better understand the risks behind what is **not** prioritised

Cost:

- ✓ A fixed-price service
- ✓ Less expensive than most external consultancies that would also likely extract more through unmanaged dependencies and assumptions

BAUD Benefits



- ✓ A Baseline of your IT Function against what an industry-standard IT Function should consider (even if there is a conscious decision not to implement at this time)



- ✓ An Assessment, both quantitative and qualitative, against an industry-standard to determine where you are (As-Is) and where you want/need to be (To-Be)



- An Understanding of how your IT Function compares to an industry standard:
- ✓ To unearth hidden problems
 - ✓ To make more proactive/less reactive decisions
 - ✓ To put you on the front-foot to enable and drive Business, rather than service Business
 - ✓ To minimise any de-railing surprises for existing/near-future work



- A 'Discovery' pack which:
- ✓ Can be used for any planned improvement or transformation involving any 3rd-party
 - ✓ Provides a simple, single-launchpad on which to base proposals, have open & frank discussions (and contracts) with eyes wide open

Our BAUD service

Purposes:

- To provide you, the CIO, with a top-down health-check (NOT bottom-up audit) on your IT Function against a leading industry framework.
- To provide any external advisors/consultants with a 'good' Discovery baseline (full IT Function breadth and illustrative maturity depth) on which more effective proposals can be based.

Our BAUD Service

2 linked assessments with different service options:

- ❖ “Black-Box” Assessment – design factors that determine how the CIO’s IT Function **should** look
- ❖ “White-Box” Assessment – how the CIO’s IT Function **currently does** look (governance capabilities, practices, technologies, maturity levels)

Illustrative Service Packages

		Indicative Price (excl. VAT): ¹		
		£10,000	£20,000	£35,000
		Example Service Options		
Type	Description	CIO Quick-Win	Grouped CIO Leadership Team	CIO Leadership Team Individual
Package	Client Participants	CIO Only	2 groups* of (max) 3 of CIO Leadership Team	(Max) 6 of CIO Leadership Team individually
	Client Participant Qty ²	1	6	6
Assessment	Black-Box Typical Interview Duration (hours)	2	2	2
	White-Box Typical Interview Duration (hours)	3	3	1
	Interview Qty per Assessment	1	2	6
	Total Typical Interview Duration (Hours)	5	10	18
Outcome	To-Be IT Capability Heatmap (Individual)	1	2	6
	To-Be IT Capability Heatmap (Consolidated)	✗	✓	✓
	As-Is IT Capability Heatmap (Individual)	1	2	6
	As-Is IT Capability Heatmap (Consolidated)	✗	✓	✓
	As-Is & To-Be main variances between stakeholders (hidden challenges)	✗	✓	✓
	IT Capability uplift priority recommendations (combining As-Is & To-Be)	✓	✓	✓
	IT Capability uplift - Practice Recommendations	✓	✓	✓
	IT Capability - Other recommendations (e.g. Op Model, Accountabilities, enabling Technologies)	✓	✓	✓
	'The art of the possible' recommendations - aka Next Steps	✓	✓	✓
	Walk-through/De-brief with CIO (only)	✓	✓	✓
Additional Options	BAUD ³ : 1-day facilitated workshop to engage senior team @£4,000 FP	✗	✗	✗
	GCIIndex ⁴ : Individual Profiles @£350 pp	✗	✗	✗
	GCIIndex ⁴ : Team Core Snapshot @£100 FP OR Full Team Report @£800 FP	✗	✗	✗
	GCIIndex ⁴ : 1-day facilitated Team Impact workshop @£5,000 FP	✗	✗	✗

¹ 'Indicative Price (excl. VAT)': These are based on an optimum balance of breadth vs. depth for a quick, effective service. This is not a full drains-up, deep-dive audit. Adding extra depth in any area (e.g. doing a deeper dive into Enterprise Architecture or Portfolio Management) can be discussed but these will affect the duration, customisation and hence price of the service engagement.

² 'Client Participant Qty': The size of a leadership team is obviously variable. The current illustrations are based on a leadership team of 6 (including the CIO). A different quantity = A different price.

* 'Grouped CIO Leadership Team' groups: One group is expected to include the CIO. I.e. in this illustration, the CIO will not be interviewed separately.

³ 'Additional' BAUD: Not included in illustrative package prices due to too many variables (e.g. workshop objective, repackaging findings, capturing workshop output). E.g. for 'repackaging findings': the CIO's debrief will be brutally honest and not dressed up for presentation; expanding the audience will likely require content to be desensitised. However, the prices for the 1-day workshop will start from £5,000 (assuming some repackaging required).

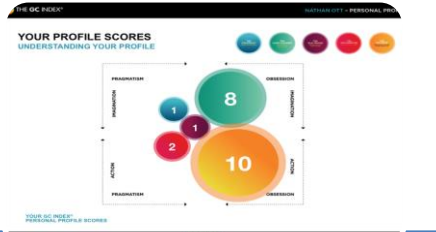
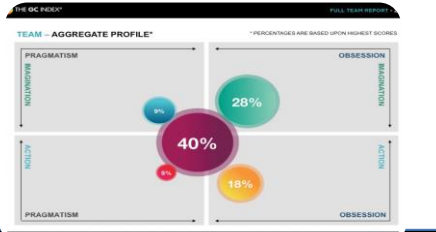
⁴ 'Additional' GCI Index: See next slide.

Additional Option⁴: GC Index

 POWERED BY

 THE GC INDEX®

The GC Index® - a measurement framework and language that identifies individual and collective impact and how people contribute to the achievement of organizational goals. See [Introductory videos](#). Used by 3000+ clients across 50+ countries

Options	<h3>Individual Impact View</h3> 	<h3>Team Impact View (Intra-Team Collaboration)</h3> 
Objective	To determine the ways in which you feel most engaged and energized when it comes to making an impact upon your world.	To get any team, especially a leadership team, operating as a highly effective and collaborative unit, so that you can harness your strengths to lead the delivery of your business priorities.
Outcomes	A 27-page report per individual: <ul style="list-style-type: none"> Your greatest impact in your organization Your approach to leadership How you are creative and innovative How you engage and influence How you get things done In which organizations you thrive How you work best in a team Who complements you 	<ul style="list-style-type: none"> Learn Team and Individual strengths and gaps, leveraging strengths to address gaps Understand how to collaborate effectively to deliver business priorities Identify how each of us can personally contribute to these priorities.
Cost (ex. VAT)	£350 per person	<ul style="list-style-type: none"> Team Core Snapshot: £300 Fixed Price Full Team Report: £1,000 Fixed Price Workshop: £5,000



STRATEGISTS These individuals map the future. At their best, they engage others with a clear direction that brings focus to action.	 THE STRATEGIST SEES THE FUTURE	GAME CHANGERS These are the individuals who at their best generate original ideas and possibilities that have the potential to be transformational.	 THE GAME CHANGER TRANSFORMS THE FUTURE
 THE PLAY MAKER ORCHESTRATES THE FUTURE		PLAY MAKERS These are the individuals who at their best focus on getting the best from others in support of agreed collective objectives.	
IMPLEMENTERS These are the individuals who focus on action. At their best they shape strategic plans and deliver tangible outcomes.	 THE IMPLEMENTER BUILDS THE FUTURE	POLISHERS These individuals create a future to be proud of. At their best, they focus on making things better, continual improvement and the pursuit of excellence.	 THE POLISHER CREATES A FUTURE TO BE PROUD OF

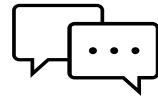
Any questions? Do you want to know more?



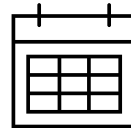
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Advising CIOs to *enable* and *drive* Business, not just *service* Business



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