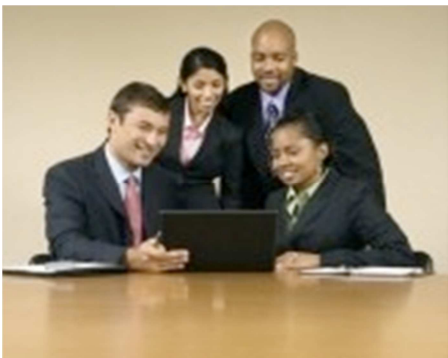


Adopting a business approach to managing IT



“It takes more than knowledge of IT to make the right decisions about IT on behalf of the organisation”

- Linda Cureton, CIO, NASA/Goddard Space Flight Center



“This is the first time I’ve understood what IT is meant to do for my company. I now can manage IT in an informed way”

- CEO of a mid- sized South African Company

“CXO managed our end-to-end IT procurement, saving us almost R50m from what we were led to believe we would have to pay”

- CSO large Parastatal

Business context: Our research over many years shows that CEOs (and by extension the Board) have three ‘simple’ requirements of their IT functions:

Deliver IT without fuss, get involved in business improvement, and provide appropriate leadership from a unique IT perspective.

While the requirement is apparently simple, of course delivering IT ‘without fuss’, being truly ‘involved’ and focused on business results, and providing ‘appropriate’ leadership, is difficult.

We have developed the 3 Role Model™ Management Framework into a comprehensive approach to value realisation in modern IT departments’ using a “Business Language” that is understood by both IT and business executives (including the board).

ABOUT CXO ADVISOR

We are a dynamic, Management Consulting team focused on improving the value clients receive from their Information Technology investment

- ‡ As an **independent** and highly skilled team with an average of 20 years, , of practical management experience; CXO Advisor is able to assist its clients in transforming the management of their information technology resource
- ‡ CXO Advisor undertakes projects throughout South Africa with both Enterprise and Mid-market clients
- ‡ CXO Advisor’s no-nonsense, hands-on approach has allowed it to save its clients many millions by focusing on the business imperatives of IT rather than the technology itself.
- ‡ CXO Advisor is backed by Ovum in Africa and has made its own substantial investment in management Intellectual Property (IP) applicable to the South African market. Our IP is gaining increasing traction in the global market, through our close association with **Ovum**

“It is time to make a fundamental change to the way IT is managed!”



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CXO Advisor Services

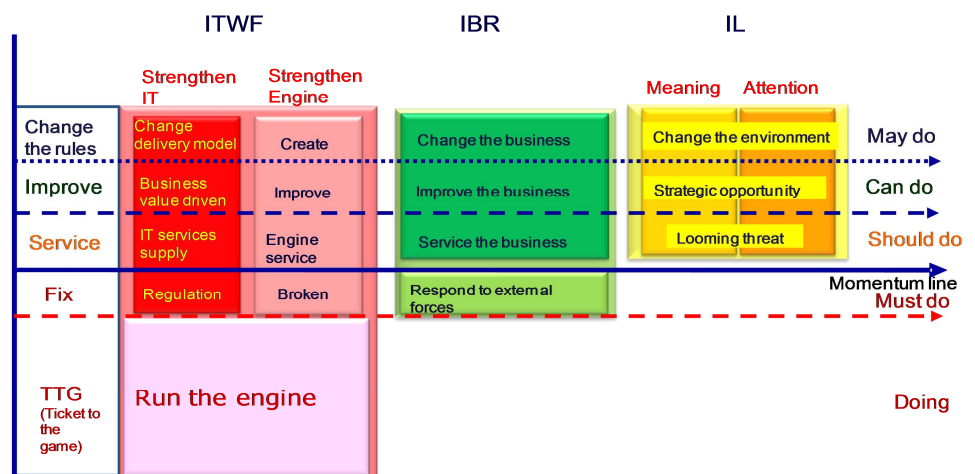
Advisory & Assurance

- ♣ IT Procurement and Transaction Advisory (TA)
- ♣ IT Outsourcing & Bid Management
- ♣ Merger, Acquisition and Competition Advisory and;
- ♣ Risk Advisory.

IT Management Practices (Based on the 3 Role Model™)

- ♣ IT Governance, including, but not limited, to King III Chapter 5
- ♣ IT Strategy
- ♣ IT Finance and Budgeting - “What should we be paying for IT”, “Are we spending on the right things”, “Are we getting value for Money”
- ♣ IT Organisational Transformation & performance improvement
- ♣ Education & Training

3 Role Model™



ABOUT OVUM

- Ovum is a global management research company, which provides clients with independent and objective analysis thereby enabling these enterprises to make better business and technology decisions
- Combining the ICT expertise of Datamonitor Technology, Butler Group, Orbys and Ovum, with Datamonitor Group's 350 business analysts and relationships with 18 of the largest 20 global corporations; Ovum is uniquely positioned to provide practical, actionable advice to the technology, telecoms and other business sectors
- Ovum is part of the Informa Group, Head Quartered in the USA
- *CXO Advisor provides Ovum with research and opinion on the South African ICT market*

“It is time to make a fundamental change to the way IT is managed!”