

THE CIO JOURNEY

By Cordatius /kor'day:.tius/

WHY CORDATIUS?

Practical Focused Connected **Experts** 30% of Tech projects fail 100% Of all our clients are referenceable Alone With Cordatius Plan Analyze current state > Data, from "Inception to Welcome consumption › Perform gap analysis Compare best practices > Determine strategic fit Journey begins Analyse > Create a blueprint for future > What do you think you need? state 25% > What do you really need? alone Decides to fix the > Who will lead the project CIO problem(s) internally? faster than > Have a deep catalogue of Understand functionalities > Formal or informal process? Asks COO or other internal staff Collaborate with procurement 2× **ROBLEM?** Do you have an RFP library? to take charge Select **MONTHS** > Can you perform in-depth > Is this the best fit for us? comparison? 50% > Is their offering real? COO makes some calls 12-18 Did we pick the right vendor? **THIS** > Are we getting a good deal? TIME: Document > What's a PoC? SOLVING Ask around: "What are Search for a Are interactions recorded? the best portfolio ELAPSED solution > Is your decision defensible? technologies out there? **Implement** begins > We don't even know when the 6-12 months later 2 TOTAL 85% new delivery date is **SPECIALIZES** Communicate Make lots of calls > They said 6 months. It is now Research Ask for the deck > The biggest issue is begins Arrange for demo communication between > I don't have time for them to Multiple demos vendor and client learn on the job 6-18 months later Vendor Demos look great. PMP Selection Don't they? Deliver begins User acceptance 100% > How late will they be? > Was the project a success? > Did they give us their 'A' team? 6-18 months and > I don't know. Let's not talk Do they understand our plan? 6-10 demos later about it. Is the contract signed System (N)Selected? Did we get the best Typical ROI price? > With Cordatius What is an SoW? 11-15% > Deliver on Exact Solution 6-18 months later > "Single source of Truth" for all Efficiency gains (implementation) data 15-40% "Central Analytics" for all assets **Implementation** Didn't they say it (N)Completed? would be done in > Streamlined data collection & 6 months? Tech budget normalization increase Be among the TOP DECILE of peers 7-15% > 66% faster manager selection 4 months later Make WFH easier Average Project Adoption? > Retain your corporate memory How many people length LOW



HIGH

The journey ends (?)

Things you don't have time nor expertise for

- Staff time away from alpha
- Dedicated staff
- Exact functional needs
- Comparative vendor knowledge

are using it in the

office?

Best pricing

> Lower key-man risk

> Happier Staff

Focus on your alpha

> Better, Cheaper, Faster

- Project management
- Endless implementations
- Finish with an approximate solution

Contact US: (646) 415-3094 ken@cordatiusllc.com



<24 Months