

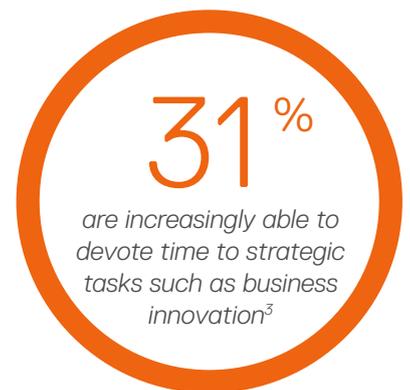
# Connected CIO

Strategic player of business transformation

Digital transformation is no longer a nice to have, it is mission critical. The modern CIO must strike a balance between C-Suite expectation and cost to reimagine IT to enhance productivity, speed and the agility of the business.

## The Hybrid CIO

The modern CIO is not all about keeping the lights on. Gartner<sup>1</sup> predicts that by 2020, 100% of roles in IT will require an intermediate level of proficiency in business acumen to effectively execute on the digital business strategy.



### Where IT is headed, are you too?

From back office orientation

Function-centric organization
Measured on release & availability of systems
System and technology-focused
Consolidated and top-down decision making
Project management
Security handled by security

To front office leadership

Aligned to capabilities and the business
Measured by business outcomes
Customer and business-focused
Distributed decision making by teams
End-to-end delivery
Information Security is in everyone's charter

## The 5 KEY characteristics of the hybrid CIO

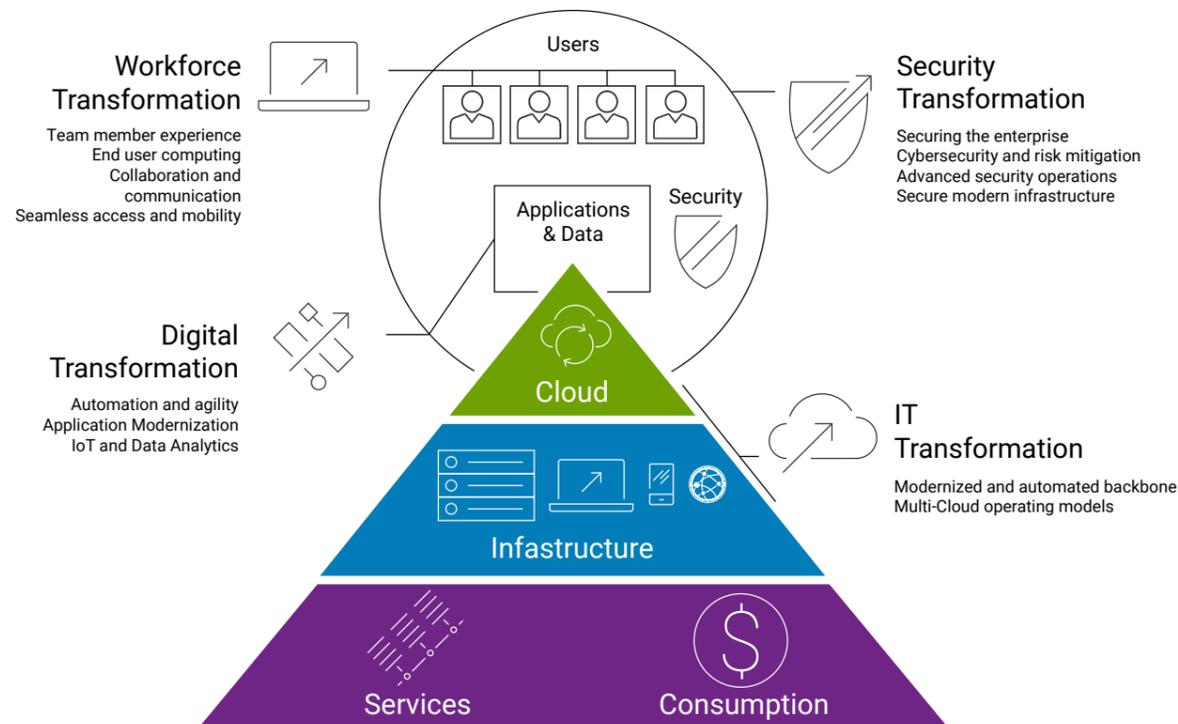
- 1. Business acumen DNA** – Coupling technical insight with business strategy and knowledge.
- 2. Collaboration across the executive board** – Digital navigator, meeting line of business needs while also eliminating shadow IT.
- 3. A driving force behind innovation** – Thinking pragmatically but with a start-up mentality about what innovations will make the business stand out and disrupt.
- 4. Technology integrator tying everything together** – Setting the pace for the innovation with C-Suite colleagues and balancing investment with what's required for innovation.
- 5. A strong partner and bridge builder** – forging alliances internally while drawing in resources from IT guilds, service providers, vendors and consultants.

A digitally transformed business matters to CIOs



Digitalization in business is not a new concept, but it has become mission critical. Fast-emerging technologies, like 5G, AI and Quantum Computing are driving crucial contributions to profits and sales. CIOs need to be cognisant of these technologies and leverage them to meet the unique goals of the business.

### A Cohesive Transformation Approach



Evolving the business from the inside out: IT Transformation

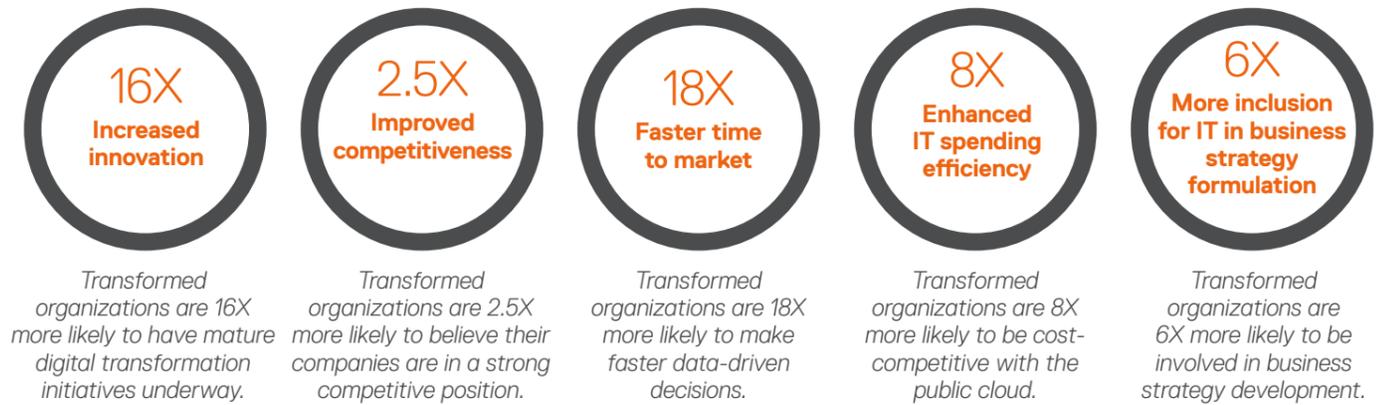


Every organization has its own transformation objectives, challenges and successes, but Dell Technologies has identified several IT goals that are common among CIOs.

1. Capturing, storing and extracting value from the new gold: The data flowing across the organization.
2. Reducing IT costs and optimizing the use of multi cloud platforms. This objective is reflected in the strong adoption of hybrid cloud solutions.
3. The Platform revolution: Speeding the development and deployment of applications to meet evolving business needs to drive the adoption of continuous delivery of innovative software, DevOps techniques and practices.
4. Applying latest digital technologies to find better ways to support business unit users and improve customer experience.

## Concrete Business Outcomes of IT Transformation<sup>4</sup>

Done right, technology modernization and automation, combined with proper organizational dynamics, bring tremendously positive outcomes.



## Prioritizing your greatest asset: Transforming Workforce



The way people are working is changing. Work is no longer a location, it's an activity. Engaged employees are the heart of every digital transformation and companies expect their CIO to help ensure that talent is productive and happy by providing the right technology and training.

Enabling a more flexible user experience is a top priority, especially when you consider the stats below.<sup>5</sup>



## Our vision of a modern workspace is a **Connected Workplace**



**Workplace Innovation** featuring ultra modern workspaces that foster creativity, productivity, and collaboration.

A **Digital Experience** that creates an agile, highly mobile work culture that enables us to work seamlessly, anyplace, anytime.

**Flexible Work** solutions that support diverse workstyles and recognize how team members choose to work.

58% of CEOs say it is hard for businesses to gain and keep trust in the digital age. Built in security is now a necessity rather than a nice to have. As Digital, IT and Workforce Transformation create new agile architectures, the need for inbuilt security transformation is critical.

**\$1.5 billion**

...this is the amount of money Gartner predicts will be spent on IoT security in light of an escalation in attacks targeting IoT devices.<sup>7</sup>

**80%**

...of chief information security officers will be reevaluating their security strategies in the next year.<sup>8</sup>

When embarking on a transformational security journey, it is important for CIO's to focus on: Resilient secure infrastructure, Advanced and adaptable security operations and Business risk management.

## Securing the Organization



# Security Transformation



Create lasting security resilience by building security into your modern infrastructure



Build a security program that allows you to see across your evolving attack surface and adapts to the changing threat landscape



Connect security and risk management practices to better control business or mission risk



Extend your staff with security advisory experts and customized threat intelligence.

When it comes to digital transformation there are leaders and laggards. Make sure you have a head start. **Download** the full version of the Connected CIO eBooklet.

### Sources

- <https://www.gartner.com/smarterwithgartner/developbusiness-acumen-in-the-it-workforce/>
- <https://www.information-age.com/cios-role-changing-heres-123469934/>
- Source: CIO.com's State of the CIO, 2017
- Dell EMC's 2018 IT Transformation Maturity Study, Enterprise Strategy Group, 2018
- <http://www.workforcetransformation.com/workforcestudy/us/>
- 58% impact on growth - PWC 20th CEO Survey of 5,351 members of the public, in 22 countries, 2016. [https://www.pwc.com/jg/en/publications/pwc-ceo-report-2017%20\(2\).pdf](https://www.pwc.com/jg/en/publications/pwc-ceo-report-2017%20(2).pdf)
- Source: Gartner Newsroom, March 21, 2018.
- Source: Security: why you should care. Dell EMC.