JCC Executive Partners

Drive returns that last

JUMP-START YOUR INFORMATION TECHNOLOGY FINANCIAL MANAGEMENT STRATEGY IN LESS THAN EIGHT HOURS

Each Workshop:

- Can be delivered independently of others in the series
- Less than one day in length and can be delivered at your site
- Drives improvement immediately with tools and guidance *adopted on Day 1.*

DRIVING THE BOTTOM LINE OF IT AND THE COMPANY

IT Value drives financial value; value is seen in the cost/benefit of your services.

Service costs, cloud finances, budget plans all depend on wearing your IT hat and your Finance hat.

- *Are your budgets built in terms of customer services?*
- *Do you explain your services as company operations and processes vs. hardware & software?*
- *How are your metrics presented to the BoD and your Line of Business peers?*
- *Are you perceived as a business leader who runs IT, or as an IT leader lacking in business skills and direction?*
- *Where should you focus for immediate cost savings and revenue enhancement?*

The clock is ticking

Fast-Track IT Enablement ™

Series B : IT Financial Management

Executive Workshops for Jump-Starting Action

WORKSHOP B4:

SERVICE FINANCIALS

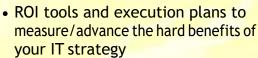**WORKSHOP B5:**

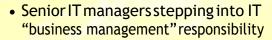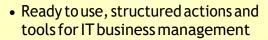**CLOUD AND SUPPLIER FINANCIAL MANAGEMENT**
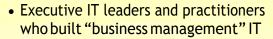
WORKSHOP B6:

IT FINANCIAL PLANNING AND CONTROL

YOUR BENEFITS

- Your leadership attacking latest IT challenges with structure and rigor on Day 1 — Fast-Track knowledge
- ROI tools and execution plans to measure/advance the hard benefits of your IT strategy

OUR DIFFERENCE

- Senior IT managers stepping into IT "business management" responsibility
- Ready to use, structured actions and tools for IT business management
- Executive IT leaders and practitioners who built "business management" IT
- Plans and *Answers* to your IT Challenge, in one day, with minimal impact to your schedule.

Collaborate	Drive	Sustain
• R&Rs and action plans for leaders	• ROI in a matter of weeks vs. years	• Tools to maintain and sustain urgency
Day 1 Readiness	**Day 1 Action Plans**	**Day 1+ Success**

SERIES B   WORKSHOP CATALOG ON REVERSE

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Fast-Track IT: The Enablement Series ™

Series B: IT Financial Management

Executive Workshops for Jump-Starting Action

Series #	Series	Work Shop #	Workshop	Executive Mgmt	VP / Directors	Senior Managers	Program & Acct. Mgrs
B	Financial Management	4	Service Financials and Consumption	■	■	■	■
		5	Cloud and Supplier Financial Mgmt.	■	■	■	■
		6	IT Budget Planning / Control	■	■	■	■

■ Primary Focus
■ Secondary Focus

WORKSHOP B4:
SERVICE FINANCIALS AND CONSUMPTON

WORKSHOP B5:
CLOUD AND SUPPLIER FINANCIAL MGMT

WORKSHOP B6:
ITBM — ROADMAP FOR EXECUTION AND ADOPTION

DRIVER

What does IT cost? Assess the cost of your offerings in terms of the customer's perspective (services) vs. technology nuts and bolts. Analyze service value, drive down unit costs, modify user behavior, articulate service architecture to customers.

Careful monitoring of cloud providers demands a granular view of their provisions and the means by which they charge for services. This is true for all suppliers of IT. Staff responsibilities include financial assessment of technology providers.

Financial accountability — departmental owners are the ones best equipped to consider next year's needs. Their accountability is imperative for savings and investment. Collaboration with Finance is modeled for budgeting based on IT services.

TOPIC AGENDA

- Service Financials Architecture and ROI
- Modeling TCO and adoption of Service Costs
- Consumption and Unit Cost Tracking
- Benchmarking the Cost of IT; proof of improvement

- Cloud Services: Deconstructing costs
- Deriving ROI and finding misallocated resources
- Supplier analysis: TCO vs. internal service
- Managing the Cloud provider

- Financial Alignment to Strategy and IT Mission
- IT-Finance data mart
- Services Budget Planning
- What-If Planning
- IT Financial Performance Metrics — the proof

DELIVERABLES

- Flowcharts / Roadmap for service costing adoption
- Project plan for financials
- Gap Analyzer for TCO
- Service architecture blueprint
- Benchmark Provider Survey

- How to integrate cloud into your Service model
- Supplier mgmt. roadmap for quarterly gains
- Supplier Financial template for cost containment
- Blueprint for TCO modeling of cloud services

- Guideline for Budget Planning
- Line item identification and granularity guide
- IT knowledge base costing blueprint
- Guide to monitoring spend, identifying opportunities

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