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## CIO Triage: Saving Strategic Projects in Turbulent Times

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An engaging and frank discussion on ways IT leaders can squeeze as much out of existing investments and relationships, and more importantly, how to take advantage of the volatile market to leap ahead of the competition. Topics include: improving efficiencies and reducing costs - focusing on investments that make a critical difference; gaining competitive advantage with smart technology decisions while the competition is cutting back; fusing IT with the business - enabling and shaping business strategy; tapping into the potential IT has to transform business; and driving business opportunities through strategic IT partnerships.

### Highlights

#### Time Topic

- 0:00** What does your department and spending look like?
- 1:23** Keeping the lights on versus new development spending
- 3:04** Spending on MOOSE (Minimum Ongoing Operations and Support Expenses) items
- 4:28** On doing a lot of custom development
- 5:37** How has your IT department changed since December, 2007?
- 5:54** On being more efficient
- 6:30** Partnering with other departments to justify new initiatives
- 7:32** Moving from decentralized and non-standardized to highly centralized and standardized
- 21:07** Changing the numbers into business terminology
- 21:57** On having a good "elevator speech"
- 23:30** Marketing the value you bring to the enterprise

### Ask Your Peers

[Ask a Question](#)

We recently announced we will split our \$12B Co. into 3 publicly traded Co's by year end with a tax free spin of 2 entities - Anyone have lessons learned they'd be willing to share with my team?

By Carol Zierhoffer

We are in early stages of evaluation of an electronic document management and archival solution. I am interested in connecting with my peers who have implemented such solutions.

By Partha Mukherjee

Does anyone have an IT partner in Mexico who can provide equipment / local network services for locations there?

By Mike Booke

How many hours per week do your application programming teams normally work? Your infrastructure teams?

By Stephen Hamilton

Would anyone be willing to share an Infrastructure Services org chart for a medium sized IT shop that is based on services vs. platforms?