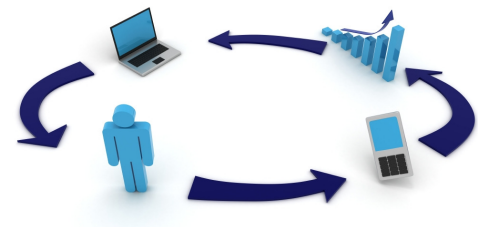# IT Value Assessment

Have you ever found yourself thinking any of these things?

Business Perspective	IT Perspective
'I'm not getting the return I expect on my IT investments'	'The business doesn't understand what it costs to build and maintain IT solutions'
'IT always seems to be at capacity and can't support my most important business initiatives'	'Executive management demands support for 'pet' projects, poorly planned initiatives, and last minute requests – if we would just pick a few priorities and stick to them, we'd get a lot more done for the company'
'IT delays are impacting our bottom line, our ability to grow company revenue, be competitive, and reduce costs'	'Executive management doesn't involve IT early enough in planning business change and then we get blamed for impacting company performance'
'IT is very busy but I'm not sure what they are doing or if they're working on the right things'	'We're overloaded working with outdated technology and applications and responding to business requests with a limited budget'
'I'm not sure if IT is positioned to support, or is even thinking about, my long term business strategy'	'Executive management does not include IT in strategic planning or solicit our input so we just implement what is requested'
'IT doesn't add value to my business strategy – they only do what I ask them to do and no more'	'IT has a lot of innovative ideas that would help the company be successful but we can't even get the things we need now funded so why bother?'
'I don't understand why we've had the same IT problems for a very long time; systems are not communicating, data quality issues, and restricted business functionality'	'Business leaders want seamless integration and perfect data but aren't willing to do any of the hard work to make this happen'

Both the business and IT have valid concerns. Lack of alignment between IT and the business strategy, or under-investment in IT, can cause competing priorities and frustration on both sides.

The good news is that this problem can be resolved and IT can be utilized as a competitive advantage rather than perceived as a hindrance or bottleneck. SCGi has successfully helped many clients improve their business results through better integration of IT and business.

WHY USE SCGi?

SCGi provides three critical success factors which assist companies in achieving better integration:

- Objectivity from the day to day processes, people, and politics of the company
- Credibility with both business and technical management
- Broad business and technical experience to recognize the symptoms and identify resolution of alignment issues.

The results are compelling, consistent, and measurable. **Let SCGi help you get more out of your IT investments!**

"I found the SCGI IT Value Assessment to be the critical first step in identifying the most strategic use of our IT resources. They helped me identify the IT projects that we needed to invest in now to create our best competitive advantage. This process provided me all the information I needed to make an informed decision about the priority of the IT projects to undertake. SCGI then worked tirelessly with our IT team to see these projects come to fruition. **We have gained tremendous efficiencies from the work that was done and have reduced our time to market by over 50%!"** *Jeff Hayes, CEO – CPP, Inc*

SCGi — Aligning Business And Technology

WHAT IS AN "IT VALUE ASSESSMENT"?

The **IT Value Assessment** is SCGi's first step in helping companies align their Information Technology to the strategic goals of the business. By adopting a laser focus on business priorities and ensuring that ALL work done in IT is either in support of business goals or required IT maintenance, IT efficiency and performance goes up, and the value IT delivers to the business is increased. Some of the benefits can include:
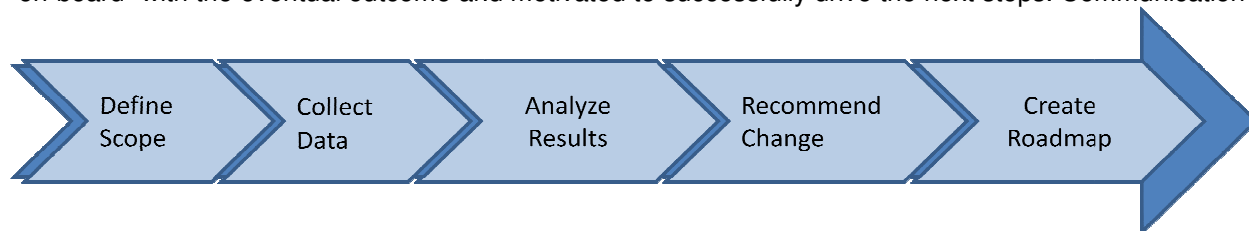
1. Faster time to market
2. More efficient use of IT assets
3. Improved teamwork and morale
4. Better return on IT investments
5. A roadmap for the future!

A COLLABORATIVE PROCESS

SCGi uses a collaborative process to understand the key business objectives and top concerns about barriers to meeting those objectives, as seen by the executive team, business users, and IT department. After completing an analysis of the collected data, SCGi will present observations and recommendations for change, and then work with the executive team to build a prioritized roadmap of next steps including high-level timetables and costs.

This collaborative process not only brings out an understanding of barriers, but also ensures that all parties are "on-board" with the eventual outcome and motivated to successfully drive the next steps. Communication is key.

Define Scope → Collect Data → Analyze Results → Recommend Change → Create Roadmap

1. **Define Scope** – Document and agree on scope and validate objectives
2. **Collect Data** – Conduct interviews across the company including joint sessions and follow-ups
3. **Analyze Results** – Perform analysis and identify observations and improvement opportunities
4. **Recommend Change** – Produce and document final recommendations for change
5. **Create Roadmap** – Develop high-level roadmap with next steps, general timeframes, and priorities

SCGi BACKGROUND

SCGi is an Anaheim, CA based corporation founded by top-ranked professionals from industry-leading technology companies, including Hewlett Packard and IBM, whose mission is to help companies meet their business objectives through the most effective and innovative use of technology.

While working with companies of all sizes, SCGi targets small and mid-size businesses that need the experience and expertise of large technology companies and Big 4 consultants, but with the flexibility and affordability of a more nimble company.

As such, SCGI offers a complete suite of iT services from IT strategy development, to application and infrastructure services, to IT governance and staffing.

CONTACT US

Please contact us for a free consultation to find out how SCGi can help you get more out of your IT investments!