

Technology Business Management Essentials Workshop

Know
YOUR
VISION

Define
THE
MILESTONES

See
THE
VALUE

DELIVERABLES

- » TBM Destination
- » Business Outcomes
- » Solution Components

Goals and Objectives

Identify and understand how spend visibility can be a foundation of future success.

- 1 Translate strategic activities into outcomes that the business understands and values
- 2 Create support for IT spending by connecting the supply of IT resources to the consumption of the services they provide
- 3 Become the strategic partner that business needs and that only IT can fulfill

MORE SAVINGS TO INVEST

By **creating new working capital** through cost optimization and then **attracting more investment** from the business itself.

MORE BUSINESS OUTCOMES

By not only **speaking the language of business**, but also introducing new metrics, reporting and analytics around the **business value of IT**.

MORE INFLUENCE OVERALL

By turning your TBM data into **strategic insights and initiatives** to create a faster, more **streamlined path to business value**.

Do what matters more.

Simple

Just **show us your data** so we can have a more meaningful conversation by discussing TBM in your own terms.

Let us **crunch the numbers** and align your data to industry standards so you gain visibility through a new lens.

We'll **design a roadmap** for you to get you on the path to becoming a strategic partner to the business.

Easy

WEEKS 1-2

(Setup)

- » Provide spending data
- » Set goals for workshop
- » Review workshop agenda

WEEK 3

(Collaborate)

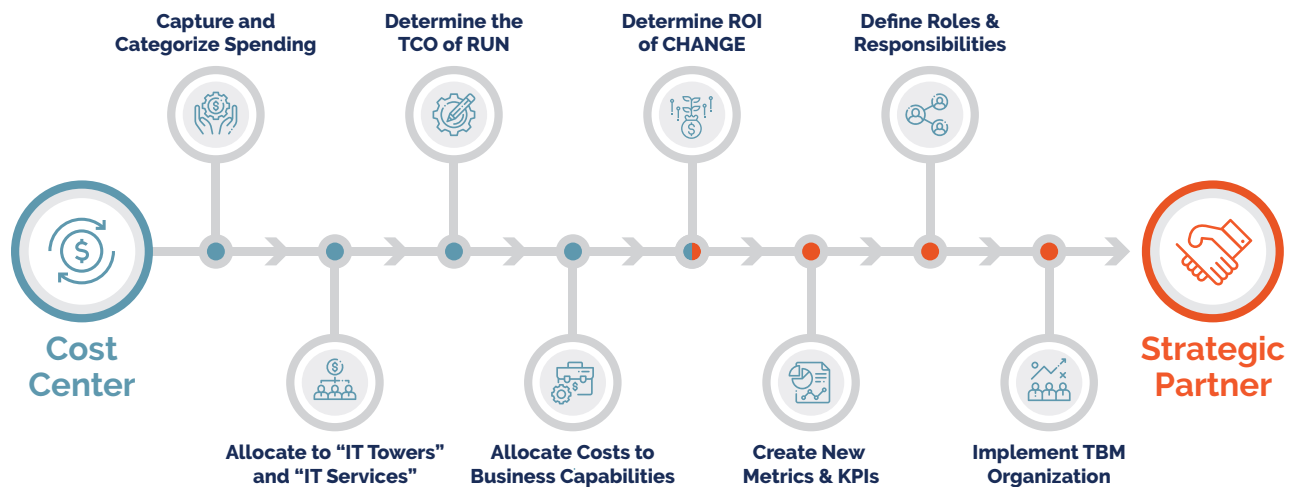
- » Conduct 1-Day Workshop

WEEK 4

(Readout)

- » Consolidate findings
- » Document TBM objectives
- » Define solution components

Valuable



Launch your TBM journey...