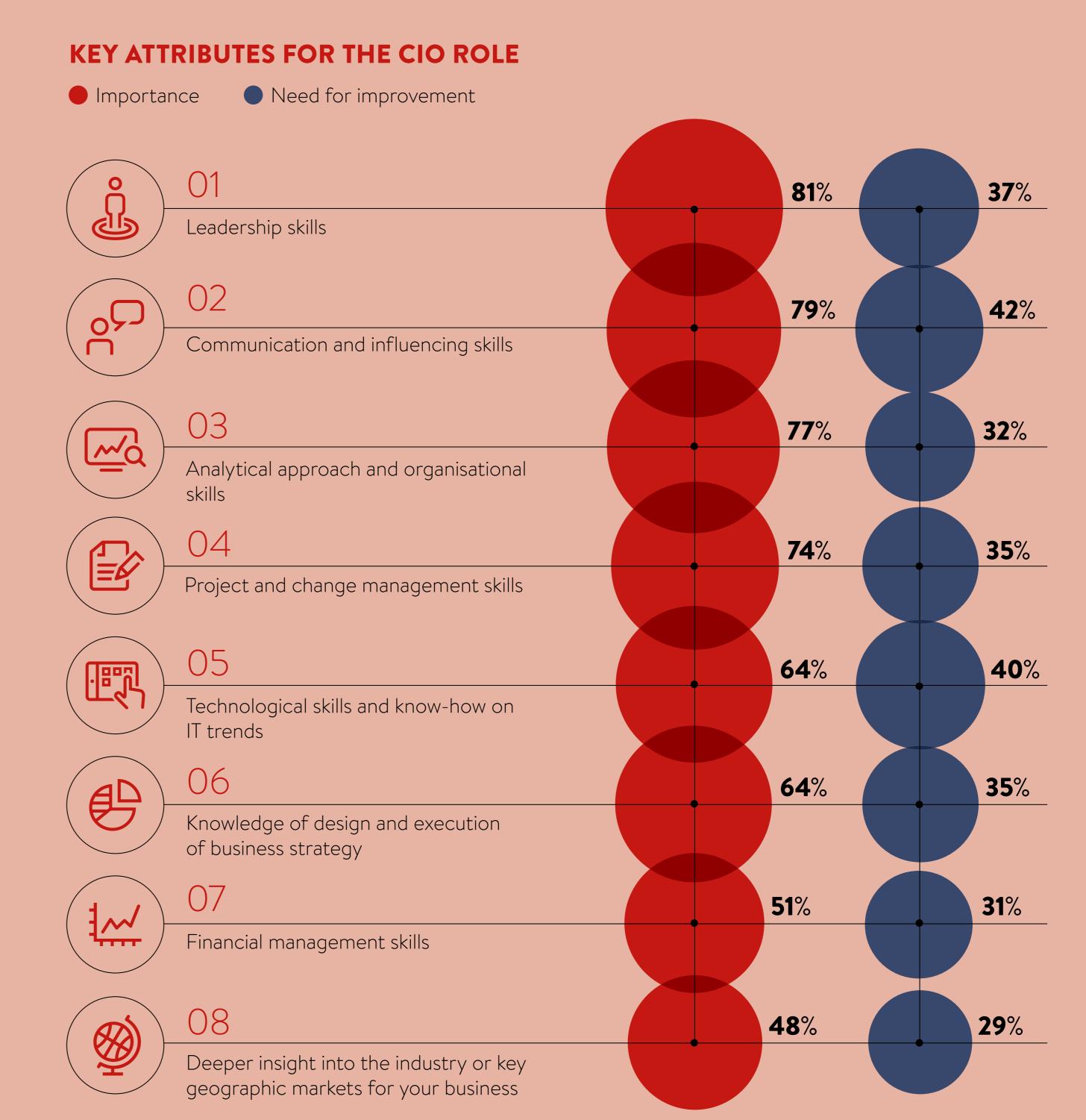
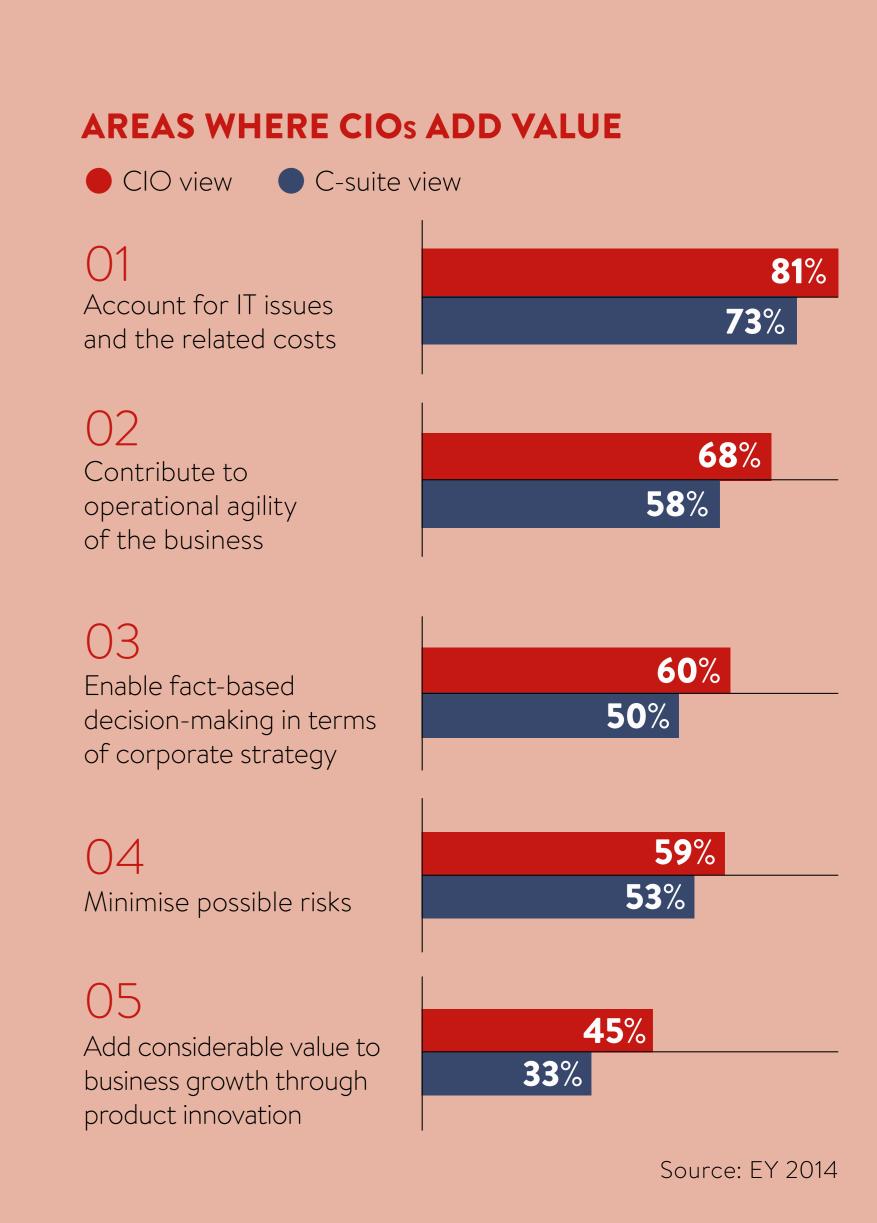
WHAT IT TAKES TO BE A CIO

MANY ROLES OF A CIO IT business management IT governance management **DELIVERY MANAGEMENT** SOURCING **MANAGEMENT** INNOVATION **MANAGEMENT PROGRAMME MANAGEMENT** ARCHITECTURE **MANAGEMENT OPERATIONS** MANAGEMENT STRATEGY PLANNING **MANAGEMENT CUSTOMER** RELATIONS **MANAGEMENT TALENT MANAGEMENT** REALISEVALUE Source: Deloitte

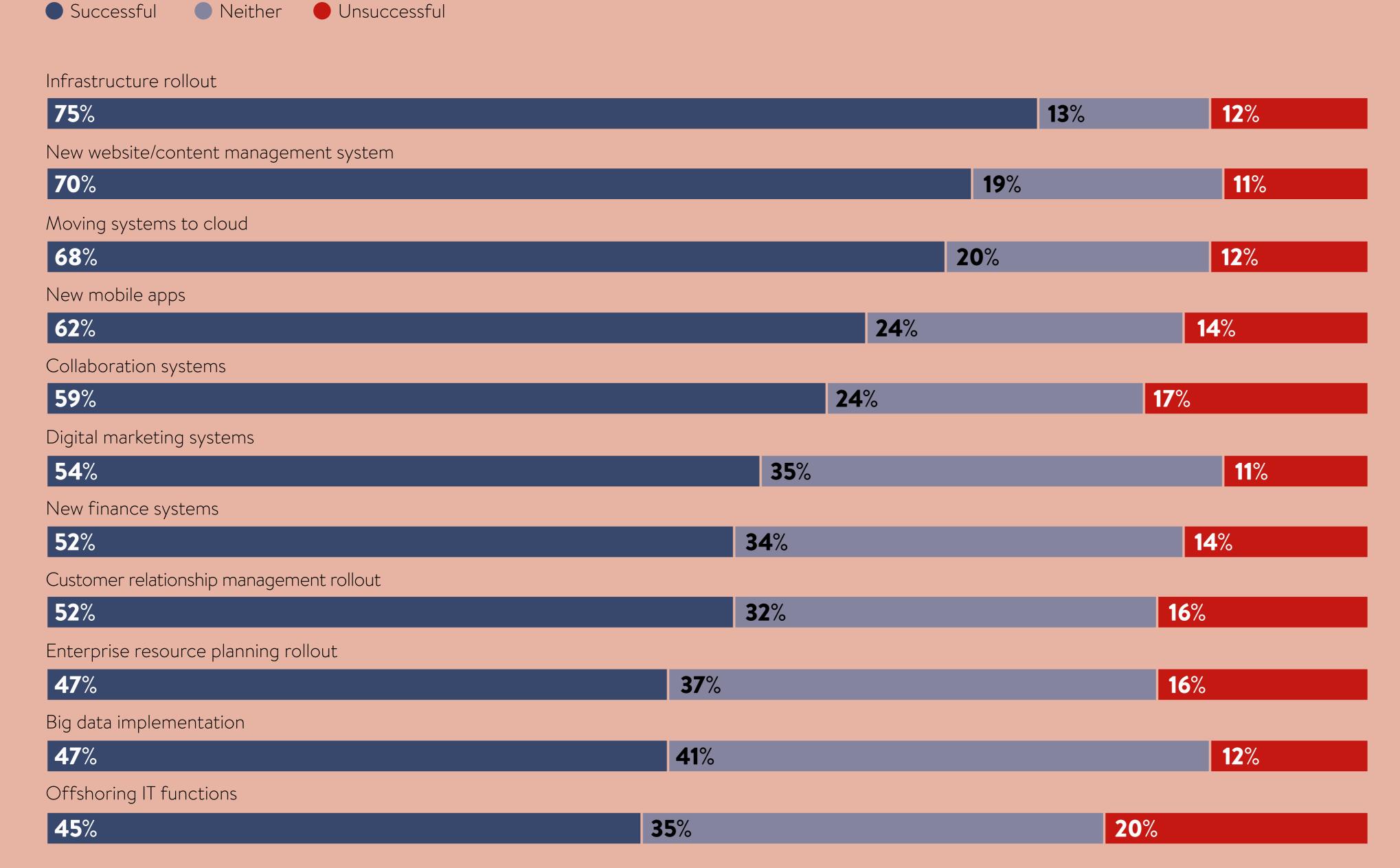


TOP PRIORITIES FOR CIOs 2013-2015 2013 2014 2015 Increasing operational efficiencies Improving business processes Delivering consistent and stable IT performance 60% Saving costs Enabling business change Delivering business intelligence/analytics Driving revenue growth Developing innovative new products and services Managing operational risk and compliance 30% Better engagement with customers/prospects Improving time to market 20% Improving the success rate of projects Outperforming competitors with new business models 10% Reputation management via social media technology Achieving sustainable/green IT 0% Source: EY 2014

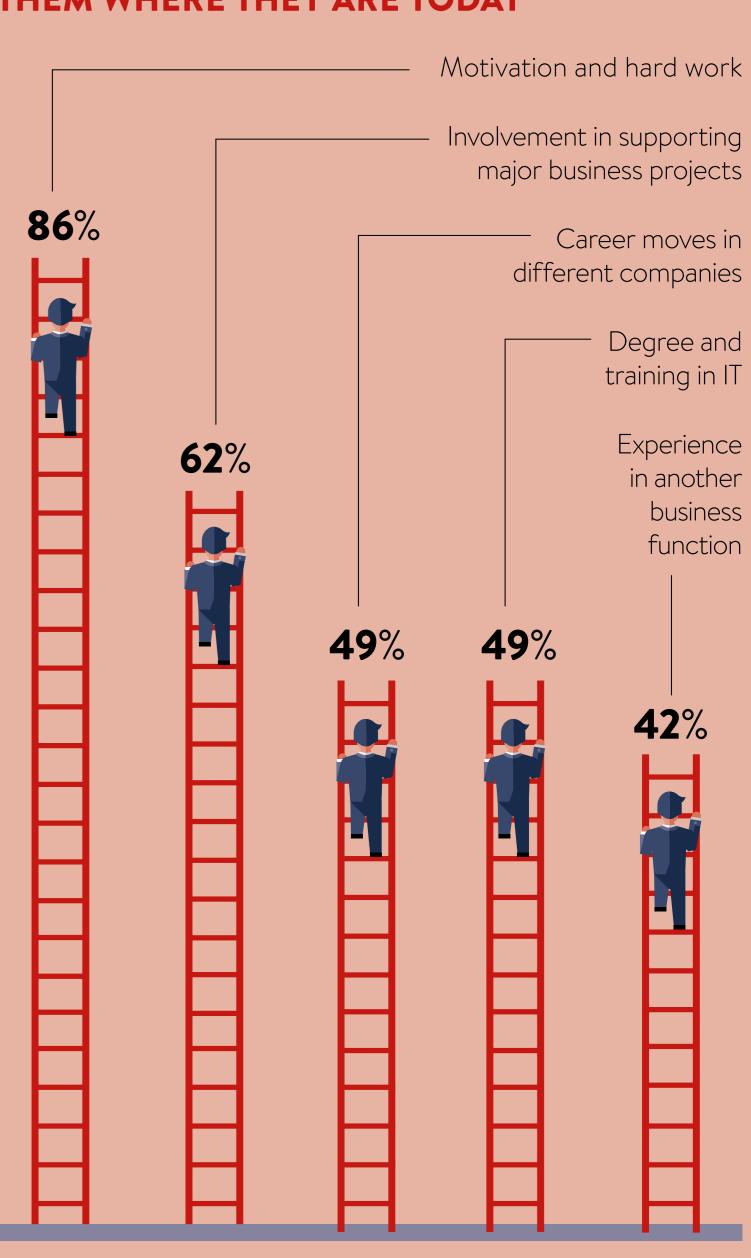


Source: EY 2014

MOST SUCCESSFUL PROJECTS FOR CIOS IN THE LAST TWO YEARS



ATTRIBUTES CIOS BELIEVE GOT THEM WHERE THEY ARE TODAY



Source: Harvey Nash 2015 Source: EY 2014