

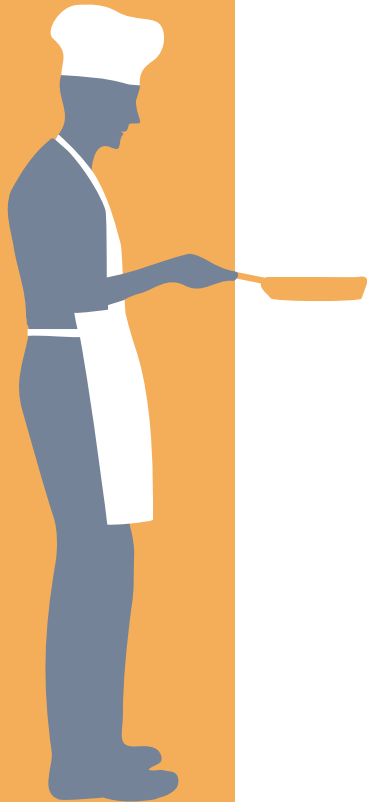
The CIO's Cookbook

CEO and the Board

Leading Thoughts

- 1 | Gain a deep understanding of your organization's business posture: Are you driving your organization's digital disruption journey?
- 2 | How are you perceived: Trusted Digital Leader of the Enterprise or a big ticket spender
- 3 | Know your board composition: Distinguish to know who are Tech Practitioners, Security Experts, Operational Experts and ones with Business Acumen
- 4 | Be represented to share Technology & Security Risks profile to the CEO & the Board, at least once annually

Considerations



1

Actively engage with the CEO and the Board. Plan and rehearse your pitch.
Identify opportunities for casual 1:1 interactions

2

Build a composite dashboard to show revenue enablement, cost containment and risk mitigation.
Identify opportunities and threats from Tech giants on organization's business model

3

Showcase effectiveness of AI/ML based insights, RPA enabled optimization, Data driven decision intelligence and Cloud capabilities

4

Co-present success journeys along with Sales, Marketing, Product and HR leaders

5

Clearly articulate cybersecurity posture and showcase vulnerabilities. Seek budget approvals

6

Demonstrate conformity to regulatory compliances like Sarbanes Oxley and GDPR

7

Enable and create an ecosystem that showcases the organization's products and services

8

Support the societal causes for Diversity, Inclusivity, Equity and responsible use of data. Build a roadmap for ethical governance

Seat at the Table



**Trusted Ally
of
the Board**

Revenue & Growth Orientation Through:

- Architecting for the business
- Digital strategy & innovation
- Leveraging data as a currency
- Enabling AI/ML, Edge & IoT
- Customer engagement
- Scale
- Decision intelligence
- Partnered approaches with peers

Cost Managed By:

- Reducing (managing) operational expenses
- Leveraging cloud
- Maintaining elasticity in staffing – leverage offshore + third party

Mitigate Risk By Excelling In:

- Cybersecurity Posture
- Audit & Compliance
- Ethical Governance

Champion Societal Values By:

- Enabling Diversity, Equity & Inclusivity
- Responsible use of Data

