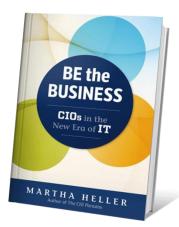
# What **Companies** Really **Need** From Their **ClOs**

By Martha Heller CEO





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# Agenda

- 1. 12 CIO skills every company wants
- 2. What companies really need from their CIO
- 3. Career advice
- 4. Q&A



### 12 CIO skills every company wants

- Digital strategy
- Transformation
- Business acumen
- Data
- Team development
- Transparency

- Business partnership
- Communication
- Technical depth
- Project execution
- Information security
- Vendor management



# What companies really need from their CIOs

- IT & the business → IT is the business
- Modern delivery
- Democratization of IT
- Cloudification

- Cost ⇒ Value
- Data ⇒ Asset
- Transformational leadership



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#### Career advice

- 1. Digital, data, transformation -> log and resume
- 2. Diversity
- 3. Relationships
- 4. Know yourself as a leader
- 5. Help design your new culture
- 6. Seize the day





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