

# Survive & Thrive in the CEO Discussion

**Jim DuBois**

CIO

Microsoft



**Microsoft**

# Microsoft mission

Empower every person  
and every organization  
on the planet to  
achieve more





# Microsoft IT

*Create tomorrow. Deliver today.*

Power Microsoft  
transformation

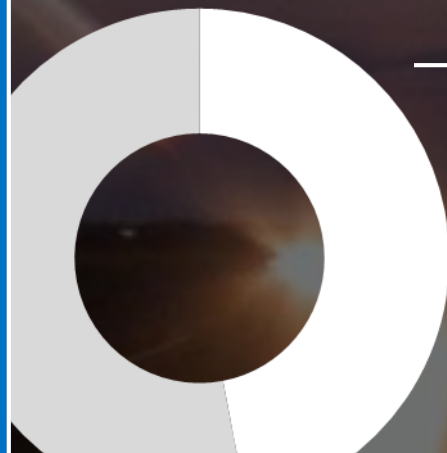
First and  
best customer

# The CEO conversation

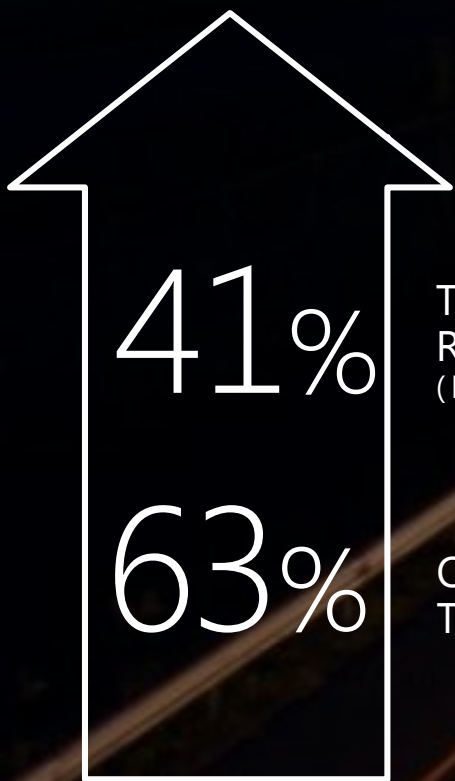




# CEO PAIN POINTS: Digitization



47% OF REVENUES ARE  
UNDER THREAT IN  
THE NEXT 5 YEARS



41%

THE NUMBER OF DIGITAL  
REVENUES EXPECTED BY 2019  
(DOUBLE WHAT IT IS NOW)

63%

OF CEO'S INTEND TO INCREASE  
TECH INVESTMENTS IN 2015

40% - 60%

OF IT SPENDING IS  
FUNDED OUTSIDE  
OF THE IT BUDGET



51%

OF EXECUTIVE COMMITTEE MEETING  
TIME DEVOTED TO DIGITALLY-  
ENABLED THREAT AND OPPORTUNITY



Break down the barriers







Transparency



What helps the  
exec committee  
deal with digital  
issues?

*Source: MIT CISR*



**IT DASHBOARD**

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**CLEAR IT GOVERNANCE**

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**CYBER-SECURITY**





TRADITIONAL

IT

TRANSFORMED

SUCCESS

Availability

On-time delivery

Efficiency

End-to-end experience

Outcome-based KPIs

Enabling data security

Data impact

**TRADITIONAL**

**IT**

**TRANSFORMED**

**DELIVERY**

Waterfall dev  
Large projects  
App packages  
App portfolio

Agile sprints  
Varied, but integrated  
SaaS offerings  
Services catalog



TRADITIONAL

IT

TRANSFORMED

## KEY SKILLS

Datacenter

SI expertise

Solution manager

Data analyst

Tester

BYOD

Cloud architect

Process engineer

Data scientist

DevOps

TRADITIONAL

IT

TRANSFORMED

CULTURE

IT metrics  
Risk-averse  
Fixed mindset  
Built here

Business outcomes  
Experiment, move quick  
Learning mindset  
Outside-in innovation





Tear down  
barriers



Be transparent



Don't drive past  
your headlights



Q&A