

# 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.*

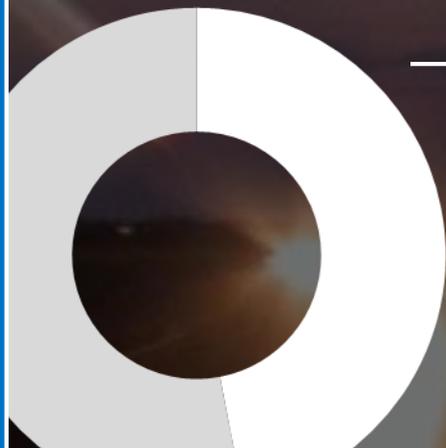
Power Microsoft  
transformation

First and  
best customer

# The CEO conversation



# CEO PAIN POINTS: Digitization



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



41%

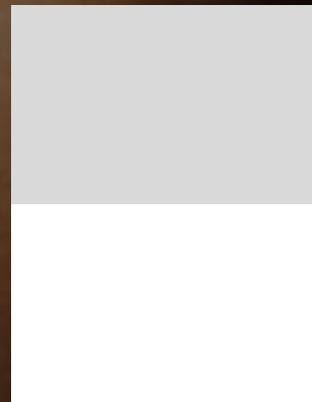
THE NUMBER OF DIGITAL REVENUES EXPECTED BY 2019 (DOUBLE WHAT IT IS NOW)

63%

OF CEO'S INTEND TO INCREASE TECH INVESTMENTS IN 2015

40% - 60%

OF IT SPENDING IS FUNDED OUTSIDE OF THE IT BUDGET

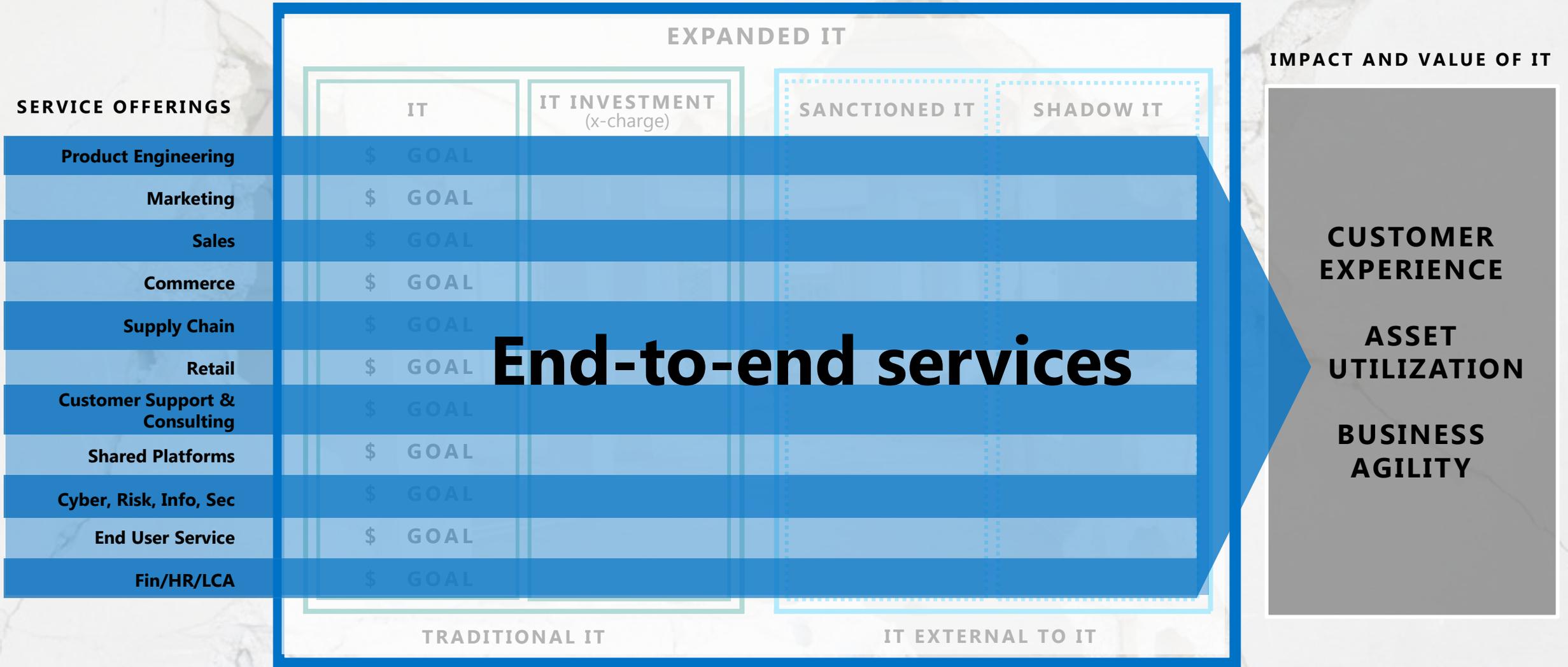


51%

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?



**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



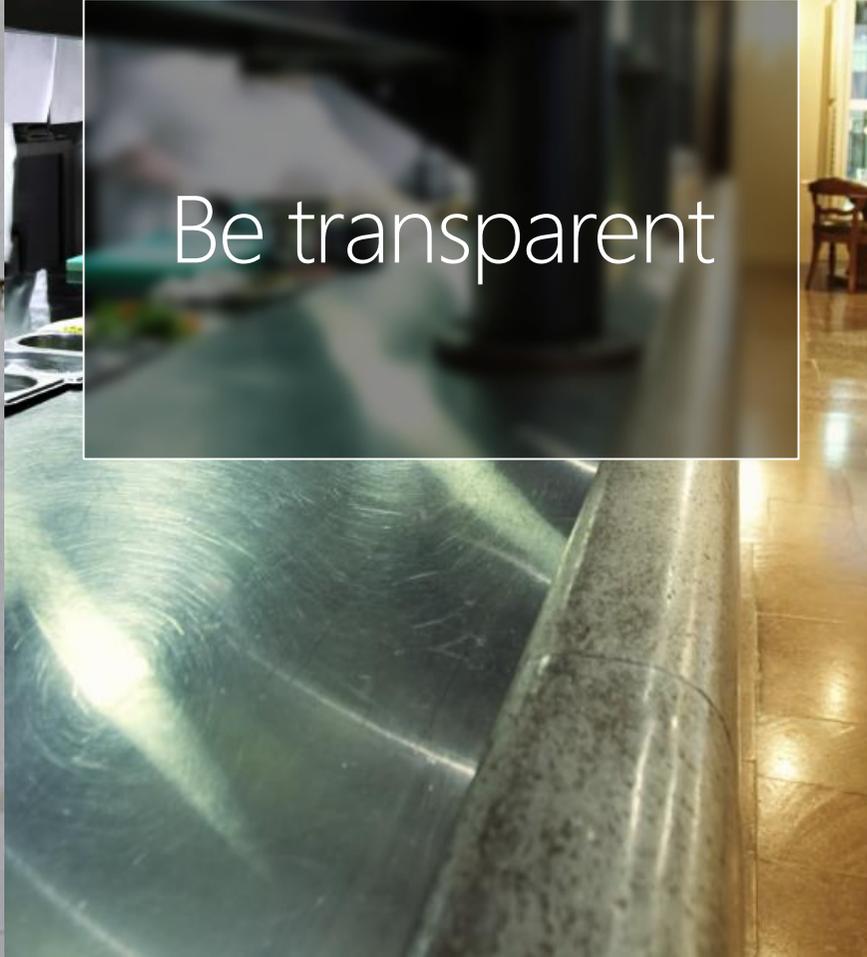
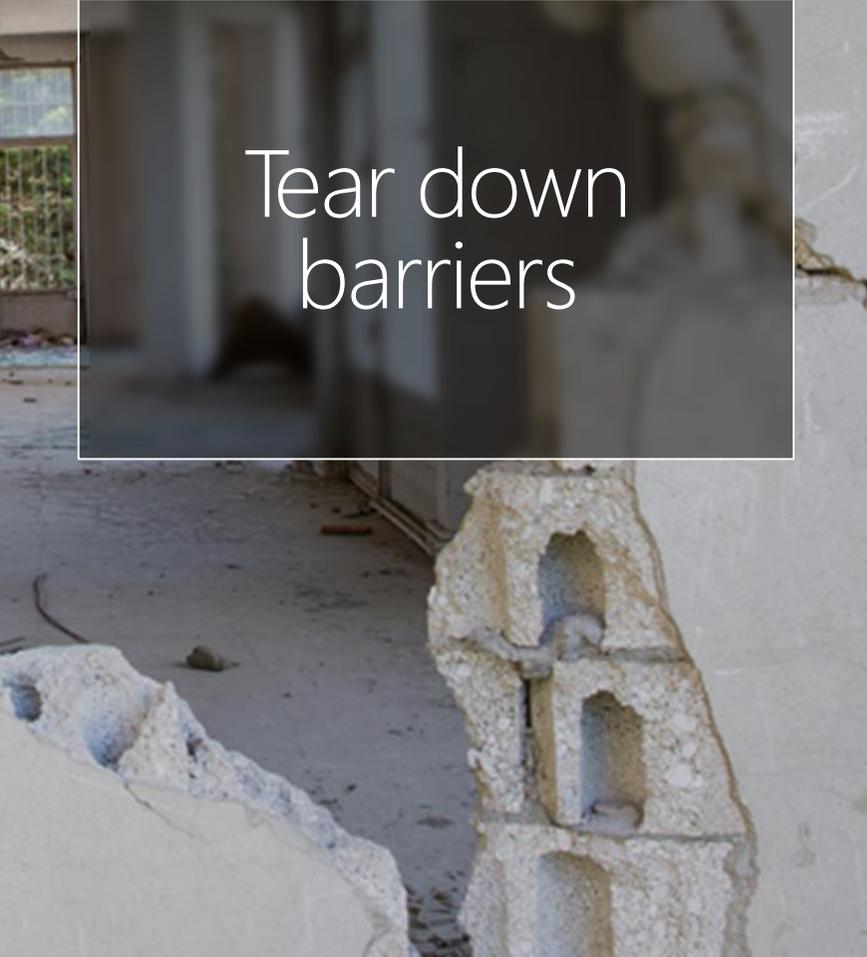
Tear down  
barriers



Be transparent



Don't drive past  
your headlights



Q&A