



Top 10 Reasons VIE Can Help You “Bridge the Divide” Between Business and Information Technology

- 1) **We are business savvy.** We know the business drivers and can add value by sitting at the table with the key executives. We speak the language of business.
- 2) **We are IT savvy.** We know how to make IT work for you instead of you working for IT. IT should be considered an asset and provide you with a return on investment. We speak the language of IT.
- 3) **We are vendor neutral, yet vendor savvy.** We always wear the hat of the client, yet we know the market and can leverage our position to help you negotiate the best for you.
- 4) **We average over 20 years of practical market experience.** We have not only developed a strong knowledge base but we have seen enough good and bad to have achieved a level of wisdom when it comes to what IT can and should do for your business.
- 5) **We help companies that are:**
 - Growing rapidly
 - In transition with IT leadership
 - Acquiring or looking to acquire other businesses
 - Looking for maximum benefits from their IT expenditures
- 6) **We respect IT for the asset that it is.** Anything you spend a lot of money on should be treated as an asset and managed in an investment portfolio.
- 7) **We are unique in our approach.** Our method of service delivery is one that allows your company to absorb the impact of technology working for you in the right way over the right period of time.
- 8) **We help you govern your IT projects.** One of the keys to success is determining and managing the need for and prioritization of IT projects. Governance is about spending the right amount of money at the right time on the right things.
- 9) **We provide you with strategic and accountable leadership.** Without this, everything above diminishes in value.
- 10) **We provide you with a broad breadth of knowledge.** When you hire VIE you not only get the CIO Consultant(s) assigned to your company but you get the strength of the entire firm with hundreds of years of experience and knowledge in virtually every industry and every technology.