June 2012

Valcon's IT Strategy

Version 0,9

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Taking you further

Topics

- Key Assumption
  - …continued company growth between 2012-2015
  - …standardizing Valcon infrastructure (i.e. physical hardware and network software) and processes to enable growth

- Preparing Infrastructure to enable Valcon's Future Growth
  - Current state status and IT objectives
  - Key Strategic choices
  - Roadmap for strategic initiatives
  - High level IT budget 2012-2015

- IT vision and goal

- Template for project initiative description
  - Example of Valcon IT Governance model with IT clear value chain and processes

- Appendics
  - Corporate System Landscape
  - Example of Valcon generic operating model (level 0-2)

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Preparing Infrastructure to Valcon's Future Growth

System landscape consist few corporate not integrated, highly customized and business critical systems. In additions each business area utilize a number of standard and specilized business critical applications.

Corporate systems:
- The finance system (Maconomy) with addition of reporting and survey applications. The system supports mainly the "Order-to-Cash" process, Client Project Economy and simple CRM activities
- The Knowledge Management system (Lotus Notes) which includes email, calendar, intranet, knowledge packs, HR application process, .

- **Valcon IT** are responsible for support, development and operation of the corporate systems. As well as maintain selected systems acquired by individual Business Areas.
- IT also monitor and administrate the corporate IT costs.
- IT spending versus revenue in 2010 are significantly higher than compared to other same sized professional service companies.

Expectation to Valcon IT differs through out the business stakeholders
- "Our ambition should be to establish an high-end uniform IT platform with corresponding services to enable our high-end consultants top-perform on a daily basis" (Poul Skadhede)
- "To operate a necessary, but stabile and cost efficient, IT Services level to enable business activities" (Thomas Fischer)
- "First in class…" (Stig Jessen & Torben Nielsen)

IT objectives

- Improve mobility services to enable "Consultants workspace"
- Standardize Global end-to-end processes
- Define IT governance model and processes
- Ensure Cost Efficiency

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Key Strategic Choices

IT Objectives

Improve mobility services to enable "Consultants workspace"

Standardize Global end-to-end processes

Define IT governance model and processes

Ensure Cost Efficiency

Strategic choices

- Streamline corporate IT Governance of support IT activities and IT decisions

- When possible deploy **commercial-off-the-shelf-systems** instead of customized systems in order to lower TCO and speed up implementation where it is possible.

- Maintaining a cost efficiency focus, trying continuously to improve a consultant centric approach to ensure beyond expectation customer and project activities.

- Aim for **outsourcing and offshoring** of labor intensive tasks to gain flexibility, reduce cost, get access to systems integrator skills, and focus on core competencies.

- Focus on **strategic partnership** with few vendors in order to share risk and rewards, increase flexibility, and boost innovation.

- Improve Valcon's IT security system to ensure corporate and client critical information and data.

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