



CDSM - ClyS
Tarapoto

" III CONGRESO NACIONAL E INTERNACIONAL DEL CAPÍTULO DE INDUSTRIALES Y SISTEMAS - III CONIS Feb. 2021 "

" Gobierno de TI, camino al éxito empresarial "



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Ingeniero en Computación, con más de 12 años de experiencia en el sector TI, liderando equipos para el desarrollo de soluciones de Software, principalmente utilizando tecnologías Microsoft.

CEO y Fundador de una empresa de Outsourcing IT, la misma cuenta con una estructura de 150 colaboradores.

Estos últimos años me estuve enfocando a la especialización de Microsoft Azure y Soluciones Móviles.



@ppiova

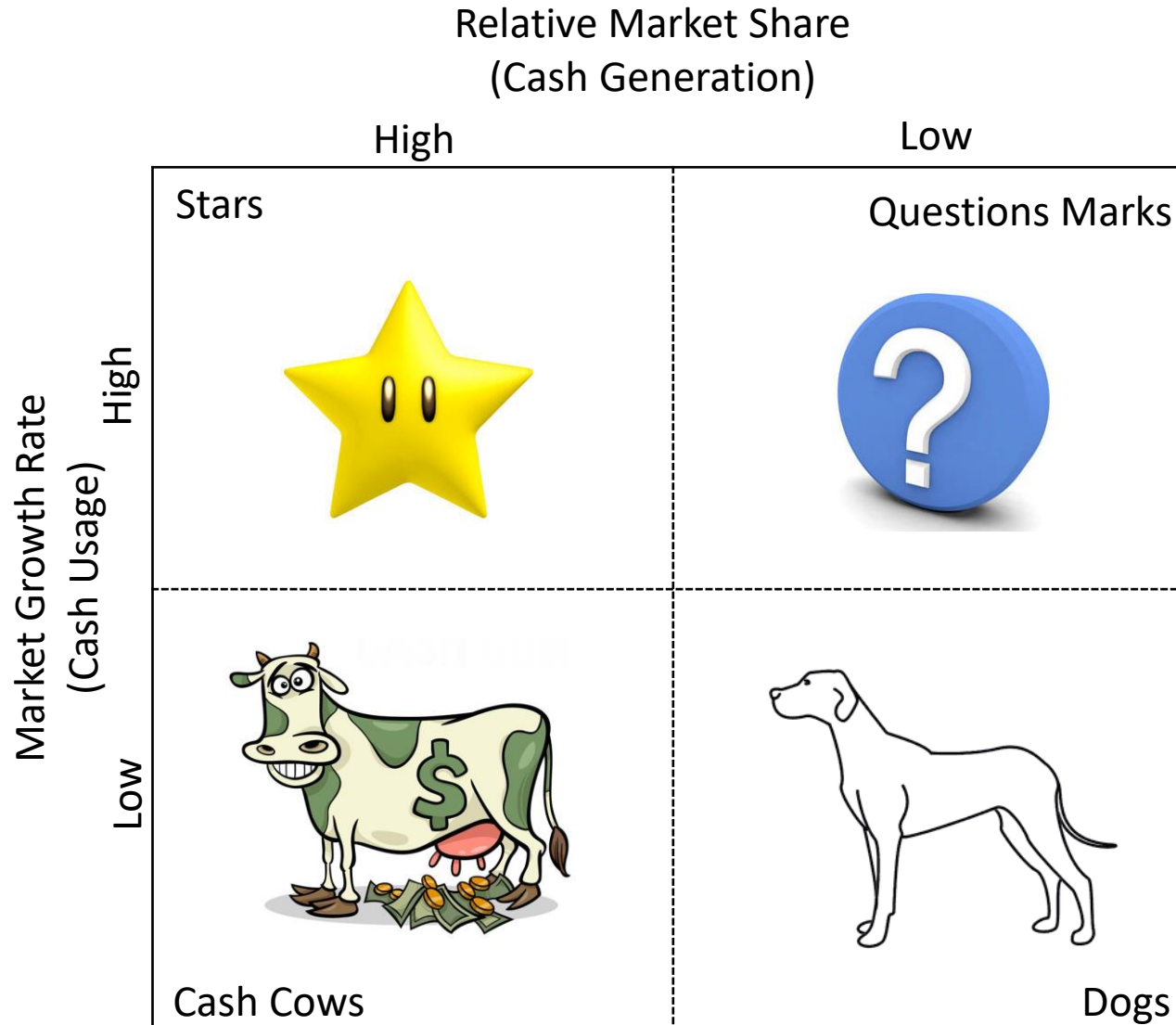


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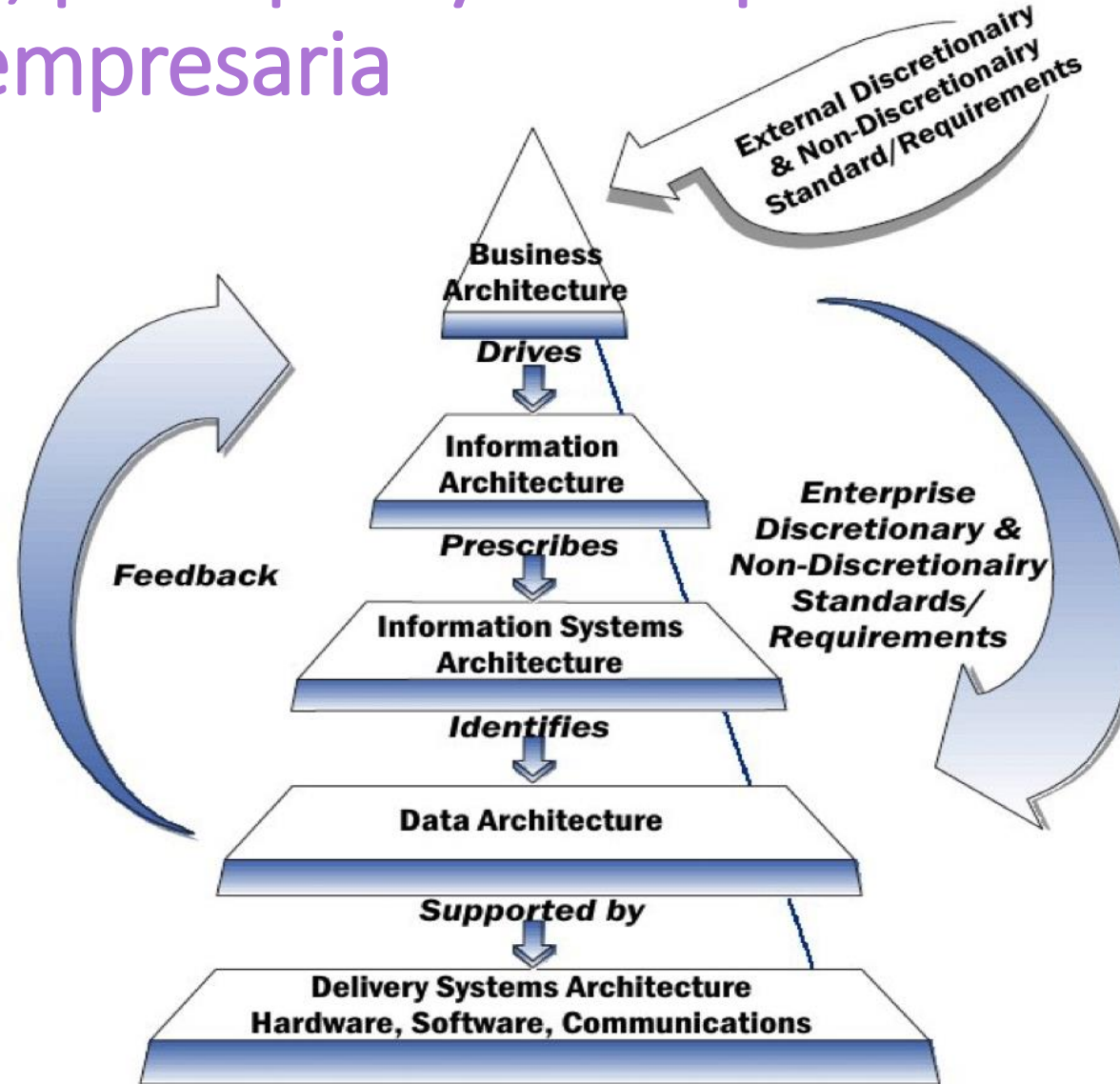
Técnicas utilizadas para Identificar la estrategia de TI

Strengths - Fortalezas	Weaknesses - Debilidades
<p>Knowledge: Our competitors are pushing boxes. But we know systems, networks, programming, and data management.</p> <p>Relationship selling: we get to know our customers, one by one</p> <p>History: We've been in our town forever. We have the loyalty of customers and vendors.</p>	<p>Price and volume: The major store pushing boxes can afford to sell for less.</p> <p>Brand power: We can't match the competitor's full-page advertising in the Sunday paper. We don't have the national brand name.</p>
Opportunities - Oportunidades	Threats – Amenazas
<p>Training: The major stores don't provide training, but as systems become more complex, training is in greater demand.</p> <p>Service: As our target market needs more service, our competitors are less likely than ever to provide it.</p>	<p>The larger price-oriented store: When they advertise low prices in the newspaper, our customers think we are not giving them good value.</p> <p>The computer as appliance: Volume buying of computers as products in boxes. People think they need our services less.</p>

Técnicas utilizadas para Identificar la estrategia de TI



Componentes, principios y conceptos relacionados con la arquitectura empresarial



Fong & Elizabeth & Alan Goldfine; Information Management Decisions: The Integration Challenge, US Department of Commerce, National Institute of Standards and Technology (NIST), NIST Special Publications 500-167, US, 1989.

A photograph of two women in an office setting. Both are wearing face masks and have their elbows bumped in a gesture of gratitude. The woman on the left is wearing a light blue button-down shirt and a white surgical mask. The woman on the right is wearing a grey vest over a light blue striped shirt and a teal surgical mask. The background is a blurred office interior with large windows. The text "MUCHAS GRACIAS!!!" is overlaid in the center in a white, bold, sans-serif font, with a white horizontal line underneath it.

MUCHAS GRACIAS!!!