



IT Investment Strategy Workshop in Brief



HPE Financial Services can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.

Striking a balance

It's no secret your organization depends on your ability to drive technology innovation. In fact, according to Gartner, forty-seven percent of CEOs are experiencing pressure from their board of directors to make progress in digital business.¹ Leaders across all functions understand the importance of evolving their business and have the best intentions to do so, but conflicting priorities can halt the necessary steps for progress. It's challenging to embark on a technological transformation when IT and finance have different outcomes they hope to achieve.

"With increased focus on using IT for growth and business enablement, CIOs must work with CFOs to exploit the short-term financial advantages of capitalization, but not limiting the IT organization from growing and investing in the systems of the future."² Decision makers should understand their organization's financial strategy and take measures to ensure IT investments

are aligned to both their financial and IT objectives. For example, "CIOs and IT leaders must understand the financial implications of opex and capex in order to ensure the right investment decision is made for the enterprise."²

An innovative IT investment model can satisfy the needs of both IT and finance. In fact, by 2018, pay-as-you-go/use models will account for 50 percent of on-premise and off-premise physical IT and datacenter asset spending, strengthening business and IT partnerships.³ By understanding the new investment solutions available, business leaders can customize an approach that works best for their business.

Get your IT journey on track

HPE Financial Services can help you bridge the gap between IT and finance in your organization. We invite you and your colleagues to join our technology and finance experts for an interactive IT Investment

Solution brief

Share what IT brings to the table



50%

"With nearly 50% of IT spend projected to occur outside of the IT department by large enterprises pursuing a digital business strategy by 2020, CIOs need to promote an enterprise view of how information and technology contribute to business outcomes and capabilities, yet few do."⁴

Strategy Workshop tailored to the specific needs of organizations like yours. We have the knowledge and expertise to help you design the best funding approach for your unique IT environment—while still meeting the financial KPIs that matter most in your business.

In this complimentary half-day workshop, we'll help your team:

- Walk through a methodology to help align varying and incompatible business objectives
- Explore how new IT initiatives impact these business objectives
- Assess your current IT investment model, and discuss the pain points and opportunities associated with it
- Determine if there's hidden value in your existing IT infrastructure
- Go through different scenarios to understand how an alternative investment approach could impact your business
- Design an IT investment strategy blueprint that meets business objectives across your organization

Not your average meeting

HPE Financial Services' IT Investment Strategy Workshop is not your typical meeting. Don't expect dry presentations or prepared scripts—our unique hands-on approach and years of expertise will keep your team engaged, active and learning.

Walk away with a plan

We want you to leave with a sense of direction, not a laundry list of things you should try. Therefore, we strive to deliver a framework for your IT Investment Strategy roadmap right in the workshop itself, and as we have more HPE experts weigh in, the strategy will be calibrated to truly deliver the right solution for your business.

So what are you waiting for? Engage your account manager to set up an IT Investment Strategy Workshop today.

Learn more at
hpe.com/hpefinancialservices

¹ Gartner, 2017 CEO Survey: CIOs Must Scale Up Digital Business, March 31, 2017. ID: G00326068 (Figure 8, n= 388 CEOs and senior business executives)

² Gartner, Opex vs. Capex: CIOs Should Partner With CFOs, May 2015, refreshed March 2017. ID: G00276812

³ IDC FutureScape: Worldwide Datacenter 2017 Predictions, November 2016, #US41870916

⁴ Gartner, Three Practices to Shift Business Expectations of IT Beyond 'Run the Business', January 2017. ID: G00319554



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