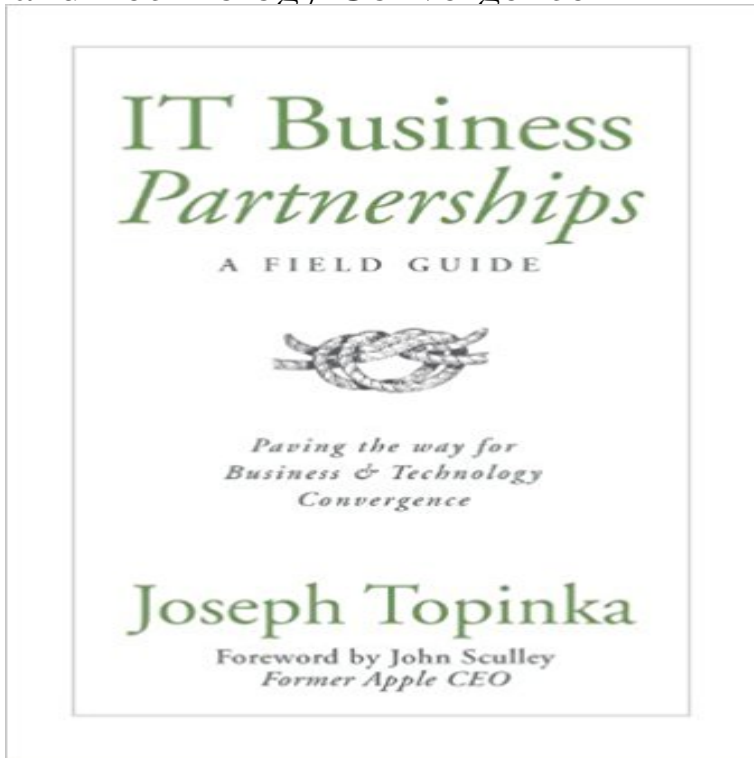


# IT Business Partnerships: A Field Guide: Paving the Way for Business and Technology Convergence



Business leaders who want to move their companies toward true business and technology convergence—that sweet spot where IT and business units are so strategically intertwined that they operate almost interchangeably—voice the cry “IT must partner with the business!” While studies show that 80 percent of business stakeholders don’t view the IT department as strategic collaborators, you can outperform the competition or drive bottomline results without this vital partnership. As a career CIO and founder of CIOMentor, Joseph Topinka draws on his own experiences implementing IT Business Partnership Programs to present an actionable, how-to field guide to true business technology convergence. IT Business Partners: A Field Guide will help you execute what many business leaders only buzz about. Within this guide you will learn the argument for business technology convergence via IT Business Partnerships, as well as the essential principles and strategies behind successful Partnership Programs. Insightful stories and real-life examples of what works and what doesn’t are woven throughout, as are proven methods, tools, and templates to help you through the entire process. IT Business Partners: A Field Guide provides an actionable plan for you to implement an IT Business Partnership Program in your organization so that you, too, can achieve business technology convergence.

IT Business Partnerships: A Field Guide eBook by Joseph Topinka IT Business Partnerships:

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