"Now everyone is interested in everyone else; we are going to exchange a lot of information among organizations in the ecosystem."

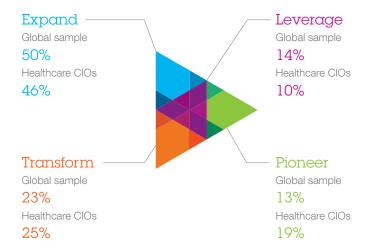
Healthcare CIO, United States

Figure 1
The CIO Mandate Effective CIOs know and deliver on a mandate that is defined by the predominant goals of the enterprise.

To turn data into intelligence over the next five years, 80 percent of Healthcare CIOs will rely on data warehousing versus 64 percent of the global CIO sample who plan to do so. In addition, Healthcare CIOs place much higher focus than the global sample on industry model changes (59 percent versus 39 percent).

How are technology leaders helping their organizations adapt to the accelerating change and complexity that mark today's competitive and economic landscape? To find out, we spoke in person with 3,018 ClOs in 71 countries, with 118 of those ClOs representing the Healthcare industry.

CIOs everywhere spend at least part of their time on IT fundamentals. Our research identified four distinct "CIO Mandates," based on how each organization views the role of IT. For the Healthcare industry, the predominant mandate was the Expand mandate.







Healthcare insights

- ➤ Tend toward the Expand mandate. Expand mandate CIOs are focused on cross-enterprise growth and continuously tune business processes and internal collaboration to gain tighter integration. Healthcare CIOs will need to help re-engineer their organizations, making them fast, more flexible and better equipped to turn data into insights.
- How will they benefit from global integration? Healthcare CIOs with an Expand mandate report that they are especially focused on partnering extensively (55 percent versus 5 percent who will do everything in house). Fifty-two percent of this group plans to leverage global integration by deeply changing the mix of capabilities, knowledge and assets with in the organization.
- What are their top visionary plans? Healthcare CIOs are focused on three types of visionary plans in the next three to five years: business intelligence and analytics (86 percent), mobility solutions (78 percent) and self-service portals (76 percent). These technologies can directly support key business priorities, provide insights about performance, behaviors, and outcomes, and help deliver care and services more efficiently.
- Where are IT efforts focused? To support their organizational strategies over the next five years, Healthcare CIOs agreed with the global sample, citing insight and intelligence, client intimacy and people skills as th ree of their top focus areas. Compared to the global sample, this industry's CIOs place much higher emphasis on industry model changes, which is the third highest focus area for healthcare (59 percent versus 39 percent).
- How will they manage data? This group agrees with the global sample on two of the top three ways to turn data into intelligence over the next five years: visual dashboards and master data management. But their strongest emphasis, with much higher priority than the global sample, is on da ta warehousing (80 percent versus 64 percent).
- What will reduce legacy costs? Healthcare CIOs agree with the global sample's top three answers, with 29 percent of this industry's CIOs naming application portfolio rationalization as the most important way to cut legacy costs, compared to 23 percent of the global sample.

Whether an organization requires an emphasis on delivery of essential IT services or challenges the CIO to pioneer new opportunities, CIOs need to innovate. With ongoing technological shifts, the seemingly endless onslaught of data and the increasingly frenetic pace of change, making incremental improvements to operations may no longer be sufficient.

Para más información visítenos en ibm.com/smarterplanet/ar/

© Copyright IBM Corporation 2011

IBM Global Services Route 100, Somers NY 10589 U.S.A.

Produced in the United States of America May 2011 All Rights Reserved

IBM, the IBM logo and ibm.com are trademarks or registered trademarks of International Business Machines Corporation in the United States, other countries, or both. If these and other IBM trademarked terms are marked on their first occurrence in this information with a trademark symbol (* or ™), these symbols indicate U.S. registered or common law trademarks owned by IBM at the time this information was published. Such trademarks may also be registered or common law trademarks in other countries. A current list of IBM trademarks is available on the Web at "Copyright and trademark information" at ibm. com/legal/copytrade.shtml

Other company, product and service names may be trademarks or service marks of others.

References in this publication to IBM products and services do not imply that IBM intends to make them available in all countries in which IBM operates.

Note: Due to rounding, the percentage breakdown of CIOs by CIO Mandate may not equal 100 percent.