The Virtual CIO (VCIO) service, otherwise known as CIO as a Service or Fractional CIO, provides our clients with high level IT strategic advice, cost management, and risk & compliance supervision. All delivered by executives with compelling experienced leadership that is committed to success and available on an as-needed basis. This gives our clients a relatable partner to work with and ultimately allows them to focus on their business with confidence in their technology and cybersecurity.

This VCIO ensures that your IT strategy and spending aligns and is delivering on your vision and business goals, while enabling IT systems and teams to keep pace with advancements in technology and everchanging cybersecurity threats and compliance requirements. The VCIO actively seeks out opportunities to reduce cost and risk. This consultant provides advice and oversees the implementation of your IT initiatives, engages with key players in your business regularly, and advocates on your behalf with vendors.

This service is extremely flexible and can be tailored to fit the areas of focus and level of engagement required. It is actively adjusted throughout the engagement.

Why a Virtual CIO

- Many businesses don't need a full time CIO

- Avoid the time and expense trying to identify, attract, afford, or retain a qualified person full time.

- Work with a qualified and experienced IT executive at a fraction of the cost for that caliber talent

- You get a third-party perspective of your IT and information security environment

- You get a team of technical resources behind the VCIO

Our unique "Office of the CIO" approach - A single individual will be acting as your Virtual CIO, while other team members support them with business, cybersecurity, and technical expertise as needed. This delivers the best of all worlds and a level of depth that a single individual cannot maintain.

Value of a Virtual CIO

- Investing strategically in IT will create business value, cost efficiencies, and economies of scale

- Reduced cybersecurity risk and peace of mind that you are protected

- Opportunities to offset expenses with technology updates and vendor negotiations

- VCIOs have held other executive roles and have perspective and can contribute to your business

Real Business Results

- **Law Firm -** Cost of VCIO and managed support services were less than the annual salary and benefits of IT Director. Annual IT budget **went down 15%** while adding more security, updating their infrastructure, and improving disaster recovery.

- **Professional Services Firm –** VCIO led digital transformation to cloud with a **total refresh of hardware and software and several new security features** that reduced the total 3 year spend by 25%.
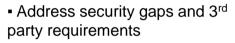
How a Virtual CIO Works

- Onboarding interviews + technology reviews to determine priorities & reporting for your specific needs
- VCIO proactively performs duties and engage you and your team on an ongoing basis
- Status reporting and strategy sessions conducted on a regular basis
- Monthly review meeting of activities with technology and security updates
- Ongoing availability for ad hoc calls and meetings

Examples of Services and Activities

DEVELOP IT STRATEGY

▪ Advise executives on IT strategy and information security

▪ Assess existing IT team and systems and propose adjustments

▪ Work with leadership to define priorities and risk profile

▪ Apply industry experience and best practices to develop a documented strategy

▪ Socialize the IT strategy with your leadership and key stakeholders

▪ Quantify and prioritize initiatives and provide regular reporting on progress

LEAD CYBERSECURITY

▪ Address security gaps and 3rd party requirements

▪ Oversee security incidents

▪ Provide education to your organization's leadership team and employees on security threats

▪ Provide, manage, and review a summary of cybersecurity risks

▪ Provide recommendations to improve business continuity

EVALUATE IT SYSTEMS

▪ Assess existing systems, identify gaps in security and configuration

▪ Work with your organization to identify future direction for key systems and make recommendations

▪ Develop and socialize a plan for upgrades, including timetable and cost

OVERSEE TECH BUDGET

▪ Review existing spending and identify cost savings/avoidance opportunities

▪ Manage RFP and proposal evaluation process

▪ Track spending against budget

▪ Manage IT Vendors

▪ Advocate on behalf of clients in relationships and negotiations

OVERSEE OPERATIONS

▪ Provide direction to IT staff and managed service providers

▪ Ensure all services are provided effectively

▪ Perform technical decision making based on business requirements

▪ Maintain a list of current and future IT projects

▪ Track project status and associated risks