

Business Drivers Reshape IT Spending



How effective are you at tying technology investments to business outcomes? It's an ongoing challenge for many IT leaders. A new survey* uncovers some insights.

What's driving IT investment decisions?



75% say improving security is a more important consideration than it was just two years ago

*Respondents could make multiple choices

IT spending now tied to business results

68% of respondents believe that **key business goals take a higher priority than IT operational goals** for IT investments



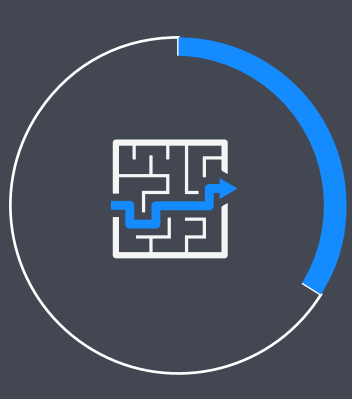
70% of decision-makers feel the ability to **link IT investments to key business outcomes** is critical/very important ...

30% cite C-level insistence on **ROI as a key influence on IT spending.**

*Respondents could make multiple choices

Inefficient processes, poor communication, security concerns inhibit IT-business alignment

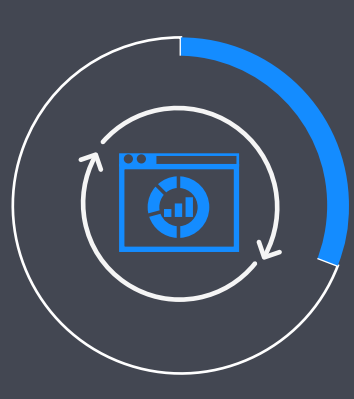
No single challenge rises above the rest



Difficulty standardizing or streamlining business processes



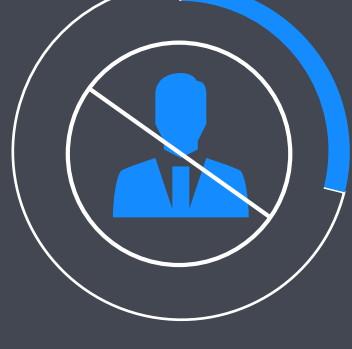
Too many manual processes



Keeping up with application development



Poor communication between IT and lines of business



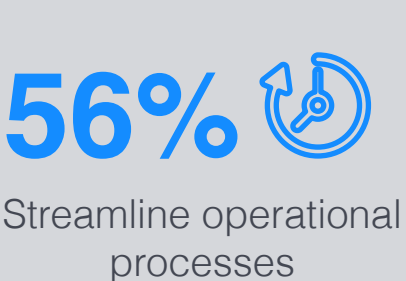
Lack of support from executive management



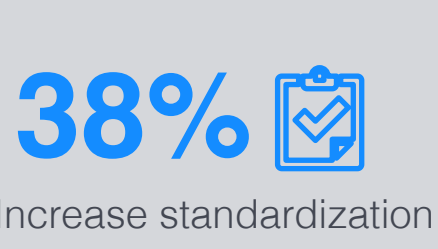
Data security concerns

*Respondents could make multiple choices

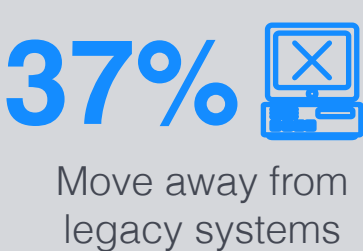
Actions to improve IT's impact on business outcomes



Streamline operational processes



Increase standardization

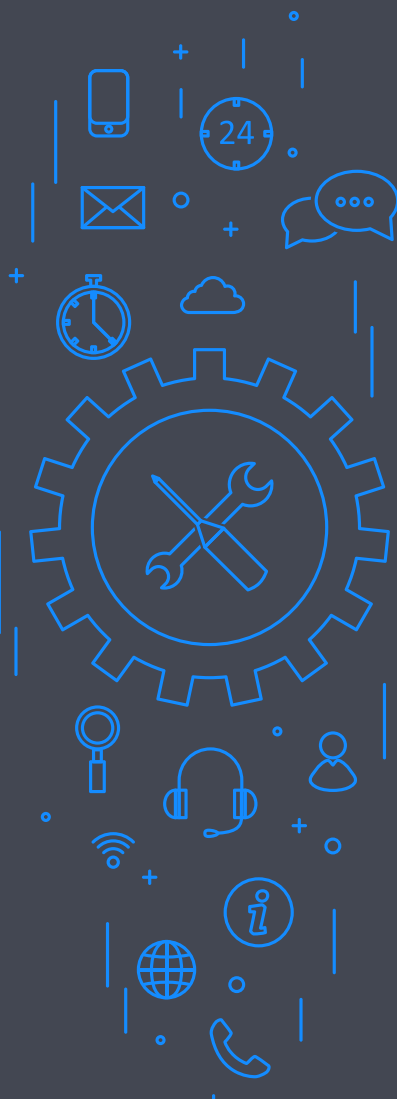


Move away from legacy systems



Change operational skills/roles

*Respondents could make multiple choices



To more effectively influence business outcomes, IT leaders need to think, talk and act like business leaders. They can **utilize technology to help achieve business goals more effectively by streamlining operational processes and accelerating investments in agile development, converged data center infrastructure, and IT-as-a-service models.** IT leaders also should reinforce their information security framework to mitigate risk and give senior leadership the confidence to invest in technology initiatives that drive business growth.