

## Funding transformation is tough



**50%** of organizations expect IT budget to decrease or remain flat in 2017<sup>1</sup>

**2.8%** median percent of revenue spent on IT<sup>1</sup>

## Challenges are amplified by the need to address disruption without delay

**63%** of business leaders that believe the enterprise responds too slowly to technology opportunities<sup>2</sup>

**42%** of CEOs say "digital first" or "digital to the core" is now their company digital business posture<sup>3</sup>

## Traditional IT funding models and legacy technology limit transformation



**84%** of procurement organizations believe digital transformation will fundamentally change the way their services are delivered over the next three to five years<sup>4</sup>

**25%** of procurement organizations say they have the right resources and competencies today to execute digital transformation<sup>4</sup>

## Break free from your past and resulting present. Your tomorrow begins today

- Understand your business' KPIs and financial success metrics
- Uncover and understand different types of funding models
- Know your assets. Hidden value in existing IT could free up cash for innovation

## Accelerate your transformation and future-proof your organization

-  Disruptive transformation requires disruptive IT funding model
- You have the power to choose—Align IT funding model to business goals
-  Avoid repeating history with long-term funding that's outdated and inflexible

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<sup>1</sup> CEB, Key Findings from CEB IT Budget Benchmark, 2016-2017, October 2016  
<sup>2</sup> CEB, IT Quarterly, A Journal for CIOs and Their Leadership Teams, Second Quarter 2016.  
<sup>3</sup> Gartner, 2017 CEO Survey: CIOs Must Scale Up Digital Business, March, 2017, G00326068  
<sup>4</sup> The Hackett Group, The 2017 CPO Agenda: Keeping Pace With and Enabling Enterprise-Level Digital Transformation, January 2017