



The EVC Leaders Report

From the Editor

BY COLIN RICE

Following the success of the first Global CIO Value Forum in October 2008, Glomark-Governan created a group within LinkedIn to serve as an open forum for sharing best practices for assessing the business and technology value of IT investments (To join, or share this group with your peers, please request an invitation using the following link: <http://www.linkedin.com/e/gis/933497>). Less than three months from its inception, the group now includes over 1,500 CIOs, IT executives, and IT managers sharing best practices and experiences in 30+ discussion threads.

EVC Leaders LinkedIn Group

Highlights

One of the most discussed and debated topics to date can be found in the discussion thread titled “Measuring the ROI of IT projects.” Without restating individual responses, the group’s discussion yielded the following best practices:

Although creating an ROI assessment for IT projects can vary—depending upon the industry and analysis requirements of the company, amongst other factors—assessing the value of the project, in operational and/or economic terms, is possible for any IT project no matter how “tangible” or “intangible” the project may seem. Measuring the success of a project, in operational or economic terms, requires that operational performance indicators (OPIs) be identified during the initial business case or internal justification process. Once these OPIs are identified, the company can then track and measure the success of the project using these OPIs as reference points. Measuring and tracking the results are critical, as they allow the IT staff and management to make adjustments to the project before major issues arise that may result in complete project failure.

Benchmarking Research

Lost or stolen data. Employee files hacked. Sensitive client data exposed. One or all of these situations strikes fear in the minds of any CIO, IT executive, or IT manager. Due to the significant implications of an internal or external security breach, industry recognized benchmarks are of great value to any IT organization considering an investment in an IT security solution.

Glomark-Governan research analysts have extended their initial IT Security Benchmarking Research Study, which began in August, into the fourth quarter of this year. The study is focused on Fortune 1000 companies who have implemented an IT security solution within the past year. The following benchmarks will be included in the completed research study, which contains over 25 benchmarks, available from Glomark-Governan in March 2009:

- Increase in the number of online threats detected prior to infection: 45%-55%
- Decrease in internet sales lost due to misrepresented information: 40%-60%
- Reduction in cost of lost Mobile PC data: 30%-50%

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