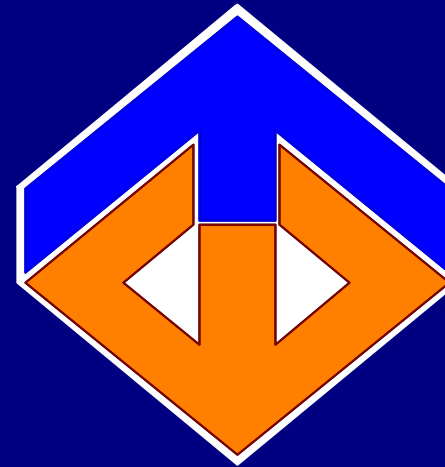
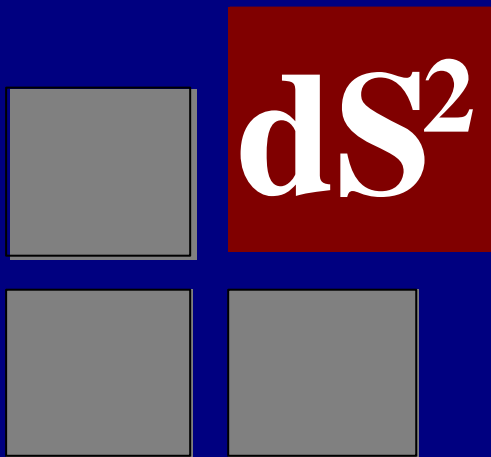


OUTSOURCING INFORMATION TECHNOLOGY CONFERENCE

**INSOURCING:
RESTRUCTURING THE I.T. DEPARTMENT
FOR BETTER BUSINESS FOCUS
AND INCREASED EFFECTIVENESS**



**Dr James A Robertson PrEng
Managing Director: Differentiated Strategic Solutions (Pty) Ltd**

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- **Introduction**
- **Process Overview**
 - Executive Workshops
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- **Conclusion**

TURNING VISION INTO COMPETITIVE ADVANTAGE

Armcor Case History

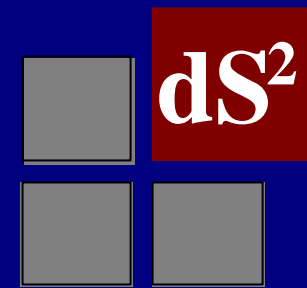
IT SEEMS THAT MORE THAN

70%

OF MAJOR COMPANIES
ARE DISSATISFIED WITH
THEIR

B.P.R. & OTHER
CONSULTING
INVESTMENTS





WHAT IS THE BUSINESS

OF

I.T.?



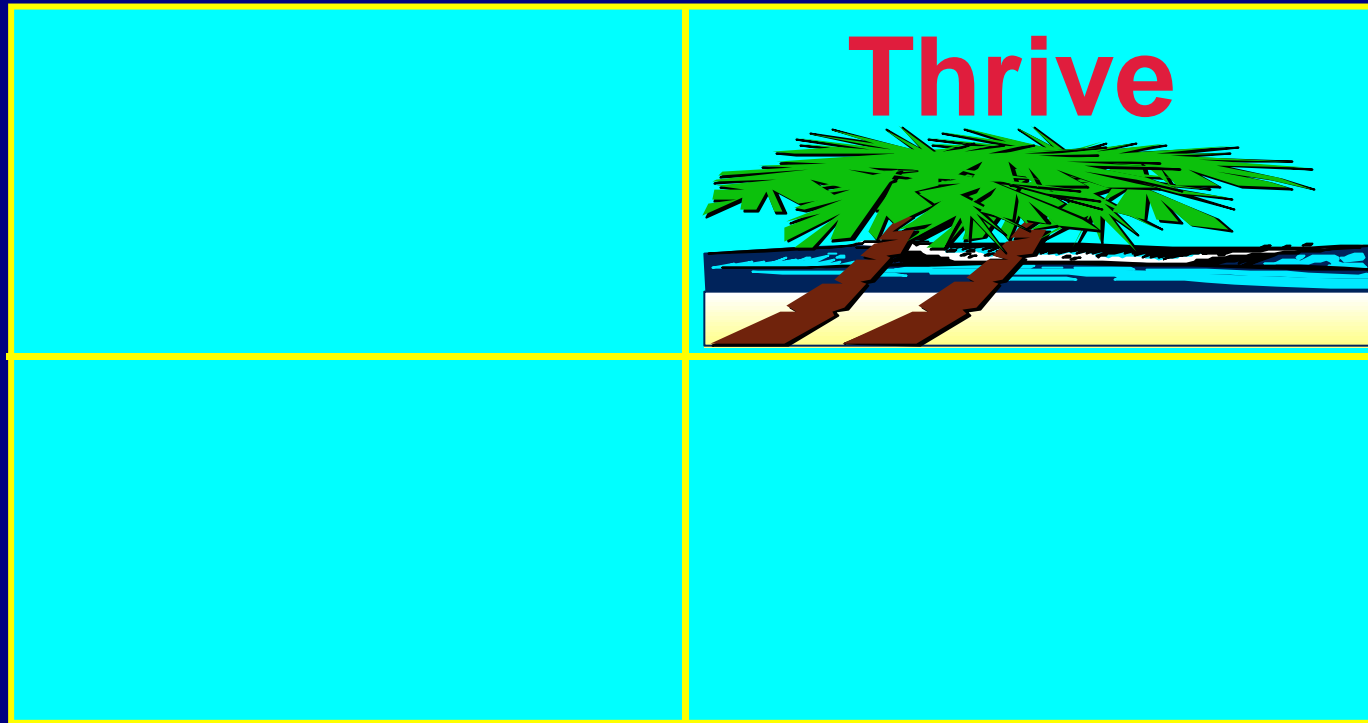
STRATEGY vs TACTICS : A DEFINITION

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Tactics

Doing Things Right



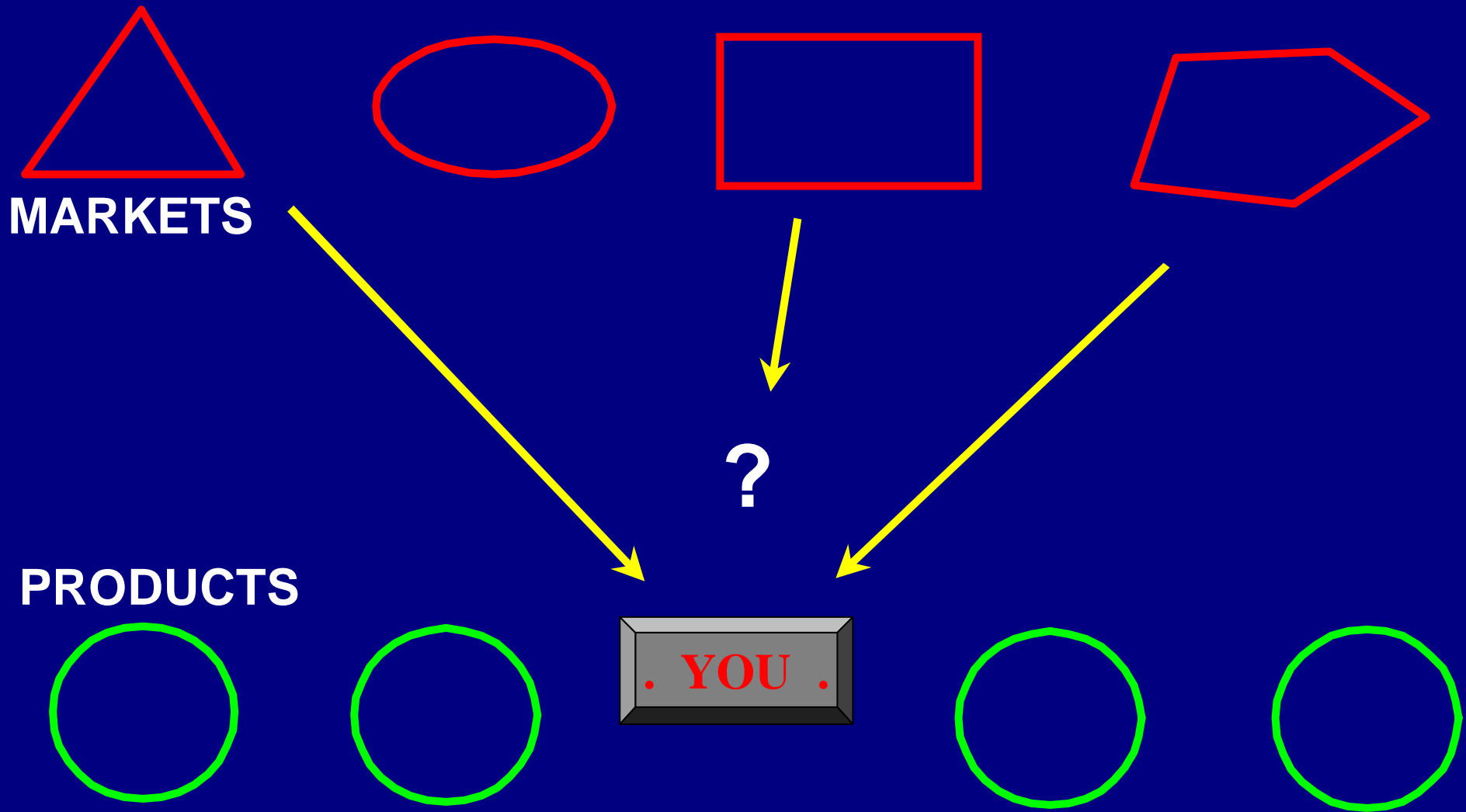
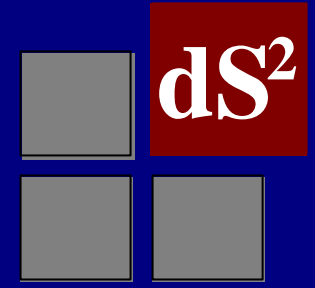
Strategy

Effectiveness

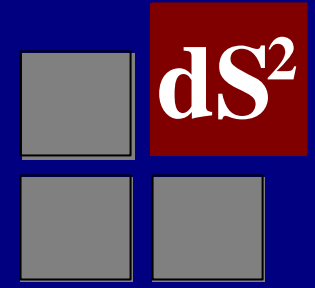


Doing The Right Things

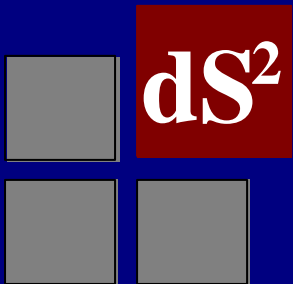
How does your market choose you ?



CRITICAL SUCCESS FACTORS



Used by the customer to rate you
against your competitors



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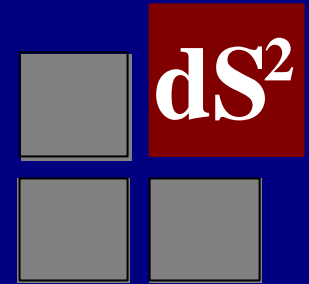
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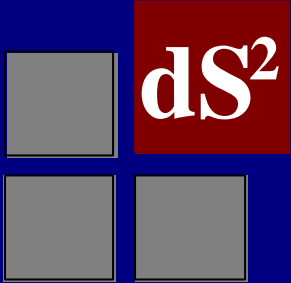
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REQUIREMENTS FOR STRATACTION PROCESS

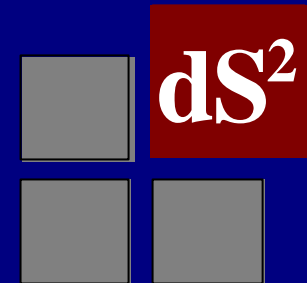


- **Measureable and actionable strategic planning process**
- **Address the principal factors giving rise to failure**
- **Effective approach to analysis and design of strategy**
- **Enable effective ownership of strategy**
- **Support accountability**

TURNING VISION INTO COMPETITIVE ADVANTAGE



USE OF I.T. TO CREATE AND MANAGE
MARKET DRIVEN STRATEGIC PLANS



**IT IS ONLY WHEN
MARKET INFORMATION
AND
STRATEGIC PLANS
ARE
CONVERTED TO NUMERIC FORM
IN SUCH A WAY
THAT TRUE DECISION SUPPORT CAPABILITY
CAN BE ENABLED USING I.T.**



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**USE OF I.T. TO CREATE AND MANAGE
MARKET DRIVEN STRATEGIC PLANS**



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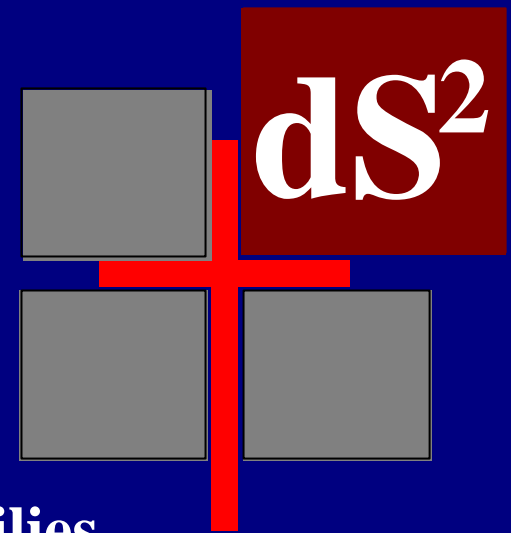


**THIS APPEARS TO BE
THE MOST EFFECTIVE WAY
OF
RELATING STRATEGY TO MARKETS
IN A MANNER
THAT
ENABLES LONG TERM MEASUREMENT**

**DEDICATION
and
ACKNOWLEDGEMENTS**

I wish to acknowledge
the contributions and inputs of
all our clients, associates, staff and families
without whom the work
on which these ideas
are based would not have
been possible

This presentation is dedicated to
The Glory of God
who is the source and reason for our existence
and
Jesus Christ His Son who is the only way to eternal life



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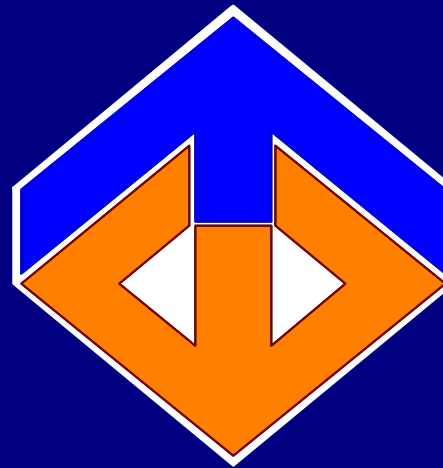
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