![Keystone Technology Consultants logo]

Technology Newsletter	March 2017

Do You Need a VCIO?

Greetings!

As you start to see the early results of your 2017 strategy, you may start to look for tweaks or solutions for those results to maintain positive momentum. No doubt you are looking for business solutions. But, what you are ultimately finding at the root of those business solutions is some form of technology. That's fantastic, except what you lack on your leadership team is a voice representing technology.

It is not unusual. But, left unaddressed, it does lead to failed implementations, stalled projects, and ultimately a business solution or strategy that did not happen and a positive momentum that was curtailed.

It does not make sense for every organization to have a CIO, but there are critical times when technology decisions are made that a CIO presence with strategy input can make a positive and long lasting difference. Most of these occasions occur during discussions around application selections like ERP, CRM, HR, workforce automation, etc. Another example would be company acquisitions, new sites, or downsizing. At a minimum, every company should have a technology roadmap to guide them.

I would be happy to speak with you about this Keystone service if you have interest.

The Year of the Cloud ERP

In This Issue

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Keystone Blog

VCIO- The Better Way to IT

The Problem of CIOs in Sm/Med Organizations
Organizations are designed with responsibilities and personnel capable to carry them out. These are then placed in a hierarchical structure we see reflected in an "org chart". One of the boxes on this chart an organization sees a need for is a CIO or CTO, to reflect the need for somebody to be responsible for the information technology function and have the capabilities to carry it out. But small organizations rarely

By Dan Muse, Editor in Chief, CIO.com

One of the advantages of being a grizzled technology writer and editor (trust me, there aren't many) is that I carry a bit of historical perspective. I've witnessed, for example, "The Year of Mobile," and "The Year of the Cloud" for, well . . . many years.

Part of my perspective includes several years as the editor of ASPnews. ASP, in this case, stood for "application service provider" (not to be confused with active server pages), and it was the term du jour for many years. In the early 2000s, we were writing about two types of ASPs.
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FREE ASSESSMENT

Not really sure how secure your data is? You've heard all the talk, but really are not sure where to begin? We are willing to help you with that first step.

Every client is as different as their needs. We do not offer a "one solution fits all". We want to discuss your future business goals and your current needs. We want to assist you in getting on the right technology roadmap for your company.

For the next 30 days, we are offering this assessment to you for free. We have a limited number of time slots available, so please don't wait. SECURE your spot now!

Keystone
TECHNOLOGY CONSULTANTS

Named 'Keystone' after the stone within an arch that holds the structure together, we're founded on the principle that it's our job to serve as the glue that holds critical business processes and support mechanisms in place, securing reliable, effective results.

I would enjoy the opportunity to discuss your IT business needs and how we might be able to assist your company!

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start off with a CIO; instead they start off with a junior help desk person or perhaps a network administrator. The cost of starting off with a highly skilled CIO is too high and having them do helpdesk work or fixing printers is not an effective use of budget. Read More

Keystone
Team Strengths

As we enter traditional March Madness for the college basketball world, it is only fitting to use a basketball reference to introduce our next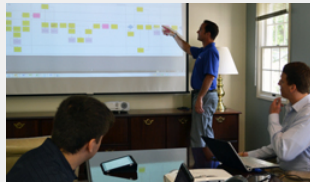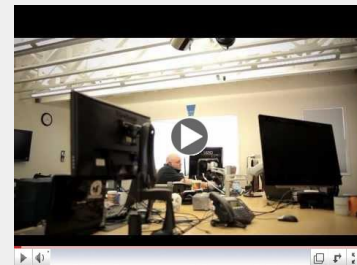 great team member. Every great basketball team must have a special point guard that makes winning possible for the entire team. This player sets the pace, distributes the work, and keeps the team focused. We are no different and we have that person too. And, we put her strengths to work for you the same way we do our all of our engineers. To do that, we utilize the "Strengths Finder" digital assessment to test for those strengths! . Read More

The Keystone Difference