



**Hewlett Packard
Enterprise**

HPE Financial Services eBook

IT investment strategies for a digital world



As your business becomes more digital, the demand for IT increases



56%

of CIOs reported that developing the organization's digital capabilities are core expectations the business places on them¹

47%

of CEOs have experienced pressure from the board of directors to make progress in digital business²

¹ Deloitte University Press, Navigating legacy: Charting the course to business value, 2016–2017 CIO Survey: UK edition, 2016.

² Gartner, 2017 CEO Survey: CIOs Must Scale Up Digital Business, March 31, 2017. ID: G00326068, Figure 8 (n=388 CEOs and senior business executives)

Meanwhile, your lines of business gain autonomy to purchase IT



By 2020, in large enterprises undergoing digital transformation, we expect the amounts spent on technology within and outside IT's budget to be roughly equal³

³ Gartner, The IT Investment Council: What to Do and When to Do It, November 30, 2016. ID G00319325

Old methods no longer meet demands

“Traditional IT governance is too rigid to meet the dynamic and more fluid requirements of digital business, including innovation, agile methods, bimodal delivery and an increasingly pervasive real-time ecosystem.”⁴

⁴ Gartner, The CIO Leadership Role in Enterprise Digital Governance, October 2016. ID: G00315373

Decisions are now based on outcomes



“Outcomes provide the primary basis on which CIOs can make performance commitments. CIOs commit to desired results like customer retention, enrichment, and advocacy, not to the specifics of how to achieve those outcomes.”⁵

⁵ Forrester, Fund Business Technology Outcomes, Not IT Assets, Continuous Improvement: The Business Technology Agenda Playbook, April 2016

A new way of thinking about finance

“Ad hoc approaches to investment decisions involving IT have never been effective for our clients, and will become less effective in the era of digital business as those investments grow rapidly.”³

³ Gartner, The IT Investment Council: What to Do and When to Do It, November 30, 2016. ID G00319325

See how Nokia's video business is acquiring IT in a smarter way



NOKIA

- Nokia works with TV providers to transform to high quality, IP-based video streaming networks
- Nokia wanted to help lessen the risk to their customers if the new systems don't reach their success metrics, i.e. if traffic didn't grow, or their customer didn't want to move forward. Adopting the new system is easier knowing they wouldn't be left with stranded, unnecessary assets.
- HPE Financial Services created a shared-risk model with term flexibility that allowed Nokia and their customers to adapt if business requirements changed.

Now it's your turn

Let us help you access the best IT for your business and deliver the right financial outcomes



Understand the business outcomes to give clarity on **goals**

- Business objectives
- Measurable success criteria and targets
- Decision points and milestones
- Projects scope and timescales



Define the investment parameters to expose **opportunity**

- Operating and capital budgets, cycles and phasing
- Charging mechanisms and payment cycles
- Cost, revenue and cash flows and requirements
- Internal and external funding sources



Create a new financial architecture to secure **results**

- Align financial parameters, risk profile and mitigations to business outcomes
- Create flexibility, agility and the ability to respond to different outcomes with asset based solutions
- Build in technology refresh
- Create cloud-like simplicity and predictability in payment models

HPE Financial Services IT investment strategies for a digital world



Follow us on social media:



hpe.com/hpefinancialservices