

Technology and your Business

MikeTango's SUPPORT FOR LEADERS



For most employees, their biggest technology concerns are whether their computer is running, their blackberry syncs with the mail system, and they can print documents when and where they want. Moreover, most employees think this is their boss' biggest concern as well.

We know that as a business leader, while you care about this, it isn't even close to your biggest concern.....

The Challenge....

If you're like most business leaders, you probably feel like you're constantly spending on technology, but unable to master it, challenged to plan for it, and certainly unsure whether you're getting value from it. More than any other major cost, technology spending and its often inconsistent results drive business leaders crazy.

We can't avoid technology; it is a base cost in today's economy – every business, no matter how large or small, needs to spend on it. As a baseline, all employees need computers and phones. We all need software to manage email, accounting, customer or membership lists, and our web presence. And that's just the start. We then need to acquire software to do the things that are specific to our business, whether it's for managing sales, providing services, generating newsletters, etc. Next to payroll, technology is likely your largest budget item. And if you're like most people in a leadership role, it can feel overwhelming.

Larger businesses hire entire IT staffs to manage this investment and to ensure it meets the business' needs. More importantly, larger corporations typically have a **Chief Information Officer**, or CIO, whose **primary responsibility is to ensure that a company's technology investment is meeting the needs of the business**. That is, the CIO has the responsibility of making technology work for the business. Many larger organizations also benefit from engaging large external systems integration organizations that take on responsibility for designing, implementing and supporting systems.

MikeTango's Approach....

For smaller organizations like yours, what are the options? We believe the solution should largely be the same as for larger businesses, only at a price and with a process that meets the size and constraints of your size.

We at MikeTango are business people first and foremost, and we understand your specific challenges. We can take your business objectives and lay out a technology plan that will meet those objectives. And we do this while understanding that money and skillsets of personnel are limited.

We can explain the options with respect to technology investment and make sure you are comfortable with the choices made. We will partner with you in the execution of a technology plan so you will have the comfort that your business is getting the most out of its investment.

In addition, MikeTango carries out the usual maintenance of your systems to ensure you don't have surprises and that your systems perform as expected. We carry out the on-going planning of upgrades to your technology. In short, the most effective way to engage us is to have us become a de facto part of your leadership and execution teams.

You will find that we have particular understanding and know-how when it comes to smaller organizations, especially in the verticals of associations, NGOs, aboriginal groups and professional organizations. We use only standardized technologies and applications to make sure you don't get caught in "dead-end" technology solutions. When we build out applications for your business, we ensure they leverage off-the-shelf components as much as possible to keep your operating costs to a minimum, while ensuring you get the bang-for-your-buck in implementing these applications for your business. If you are leading a non-profit organization, we can even help with your grant applications, focusing on the technology aspects of those applications.

In short, MikeTango often plays the role played by a CIO in larger companies. We support our clients to ensure their technology investments are made in a knowledgeable way and to ensure the leadership teams have the information they need to make wise, informed decisions. We can manage the budgetary process; set technology objectives that align with your business objectives; lead your IT projects and your staff; and manage all IT related activities on behalf of your organization.

Oh, and by the way, we also make sure your employees' computers are running well and their blackberries sync with the mail system. See, you can have it all...