



IT Business Partnerships: A Field Guide: Paving the Way for Business and Technology Convergence

By Joseph Topinka

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As a career CIO and founder of CIOMentor, Joseph Topinka draws on his own experiences implementing IT Business Partnership Programs to present an actionable, how-to field guide to true business technology convergence. *IT Business Partners: A Field Guide* will help you execute what many business leaders only buzz about.

Within this guide you will learn the argument for business technology convergence via IT Business Partnerships, as well as the essential principles and strategies behind successful Partnership Programs. Insightful stories and real-life examples of what works and what doesn't are woven throughout, as are proven methods, tools, and templates to help you through the entire process.

IT Business Partners: A Field Guide provides an actionable plan for you to implement an IT Business Partnership Program in your organization so that you, too, can achieve business technology convergence.

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IT Business Partnerships: A Field Guide: Paving the Way for Business and Technology Convergence By Joseph Topinka Bibliography

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Editorial Review

Review

"CIOs and their IT organizations are facing a dizzying array of demand from the businesses they support. To succeed, they will need to get better at working closely with their business partners to help shape that demand as well as manage its delivery. In his thoughtful, engaging book, Joe Topinka has defined the role of the IT Business Partner--the lynchpin to any successful IT organization. Topinka has laid out a roadmap for how to find them, grow them, and make them successful. **A must-read for any IT leader.**" --Martha Heller, President, Heller Search Associates, and author of *The CIO Paradox: Battling the Contradictions of IT Leadership*

"Every industry has been impacted by advances in technology. Whether you are a CIO, a VP of IT, or an executive outside of IT, it is critical to connect the dots between business strategy and IT strategy. Not to do so runs the risk that a more nimble competitor will win. Joe Topinka has offered **a great leap forward for IT and non-IT executives alike** to forge a better path toward collaboration and value creation at the intersection between IT and the rest of the business." --Peter High, President of Metis Strategy, and author of *World Class IT: Why Business Succeeds When IT Triumphs*

"I know how important it can be for a new CIO coming from a technical background to get an easy-to-understand, step-by-step roadmap on how to create a successful business partnership for the IT and business organizations. As technology-enabled systems now touch every aspect of a company's mission, CIOs are increasingly expected to be major contributors to company strategy.

"What I particularly like about Joe Topinka's approach is it fits perfectly into the project team strategy that companies are finding to be the most productive way to work cross-functionally and with outside-the-company business partners. We live in a virtual world where everything that used to be organized inside the company, within functional departments with clear boundaries of responsibility, is being reinvented around flexible workflow and project team models. Joe Topinka uses his mentoring experience to help CIOs incorporate this thesis into their work plans to drive bottom-line results." --John Sculley, Former Apple CEO

About the Author

Joseph Topinka is founder of CIO Mentor, LLC, and CIO, VP Multichannel Commerce, of Red Wing Shoe Company. Joe is also a Board of Advisor member for Think IT Association, and a Governing Body Co-chair for the Mid-Market CIO Executive Summits of Minneapolis. In 2013, Joe was honored as a CIO of the Year by Minneapolis/St. Paul Business Journal. Joe is a frequent public speaker and leadership coach and mentor. Visit him online at CIOMENTOR

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Lyla Jackson:

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