

Lead-It

POWERING YOUR SUCCESSES

LEAD-IT IS A BOUTIQUE COMPANY OFFERING HIGHLY SPECIALIZED SERVICES TO INDIVIDUALS AND ORGANISATIONS, HEREBY ENSURING THEIR SUCCESSES.

Contact : Paul Roevens
Managing Director
Mobile: +32 (0) 475 61.47.01
Email: paul.roevens@lead-it.be
Website: www.lead-it.be

Lead-It – Narcisstraat 13 – 2170 Merksem



- Facts & Trends

datanews ICT Nieuws IT jobs Reviews

IT-budgetten stijgen, maar skills blijven een probleem



Kristof Van der Stadt
is hoofdredacteur bij Data News

21/11/16 om 10:30 - Bijgewerkt om 10:29
Bron: Datanews

Goed nieuws: de it-budgetten én de it-uitgaven stijgen opnieuw. Minder opbeurend: het vinden van de juiste 'skills' blijft voor een kwart van de cio's de grootste hindernis voor succes.

586
KEER GEDEELD



REACTIES



© Gartner

De budgetten voor zakelijke it zitten opnieuw in de lift. Gemiddeld neemt het it-budget waarover een Europese cio beschikt met 1,4 procent toe. Dat blijkt uit een onderzoek van Gartner waarvan de resultaten voorgesteld werden op het Gartner Symposium/ITXpo in Barcelona. Dat groeipercentage is weliswaar het laagste van alle regio's: wereldwijd is de gemiddelde toename +2,2% met +4,3% in de Apac-regio als uitschieter. Maar het is toch bemoedigend, zegt Andy Rowsell-Jones, research vice president bij Gartner. "Als je het fenomeen shadow it mee in rekening zou nemen, komt het totale budget nog een kwart hoger uit!" Dinkt het

Focus on SME Customers



Global Partner Network

- Why the focus on SME

- ... all new initiatives are seemingly built on the corporate world
- ... lot of advice and consultancy but no operational support
- ... experienced resources in technology/digital are key for growth
- ... a SME has more issues to fulfill a vacancy than a corporate
- ... all startup and scale ups are by definition SME
- ... hardly no CIOs in SME world
- ... general focus on SME is low by public authorities

thus actions and initiatives should be ...

- ... proportioned to the size, and minimised vav corporates
- ... id. vav the roles: 100% FTE = % of FTE for SME
- ... awareness of the legacy SME and the start- scale up
- ... if certifications are requested, do simple and precise
- ... time is different in a SME vav. corporate
- ... support on subsidy intake should be easier
- ... instance of SME grouping would be highly beneficial



- The right balance ...



- Did you know that with Smartsourcing ...

- ... we do NOT replace but extend the team !
- ... we deliver expertise that is difficult to find locally
- ... we deliver high quality at low cost
- ... 30% of your time is core business
- ... 70% of your time is pure commodity

which results in ...

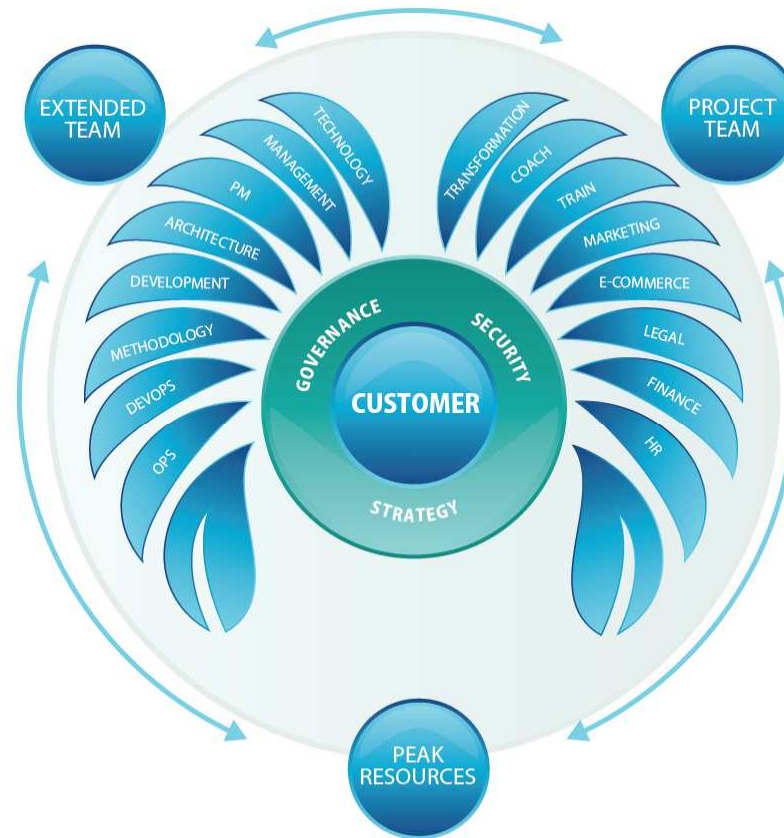
- ... more budget for hiring local experts
- ... better job satisfaction for the local teams 30/70
- ... higher retention ratio of your teams
- ... more scalability and flexibility of your teams
- ... less illness because of better work-life balance
- ... more projects means more revenue
- ... more revenue and less cost means more profit
- ... more profit means more **Happy People !!!**



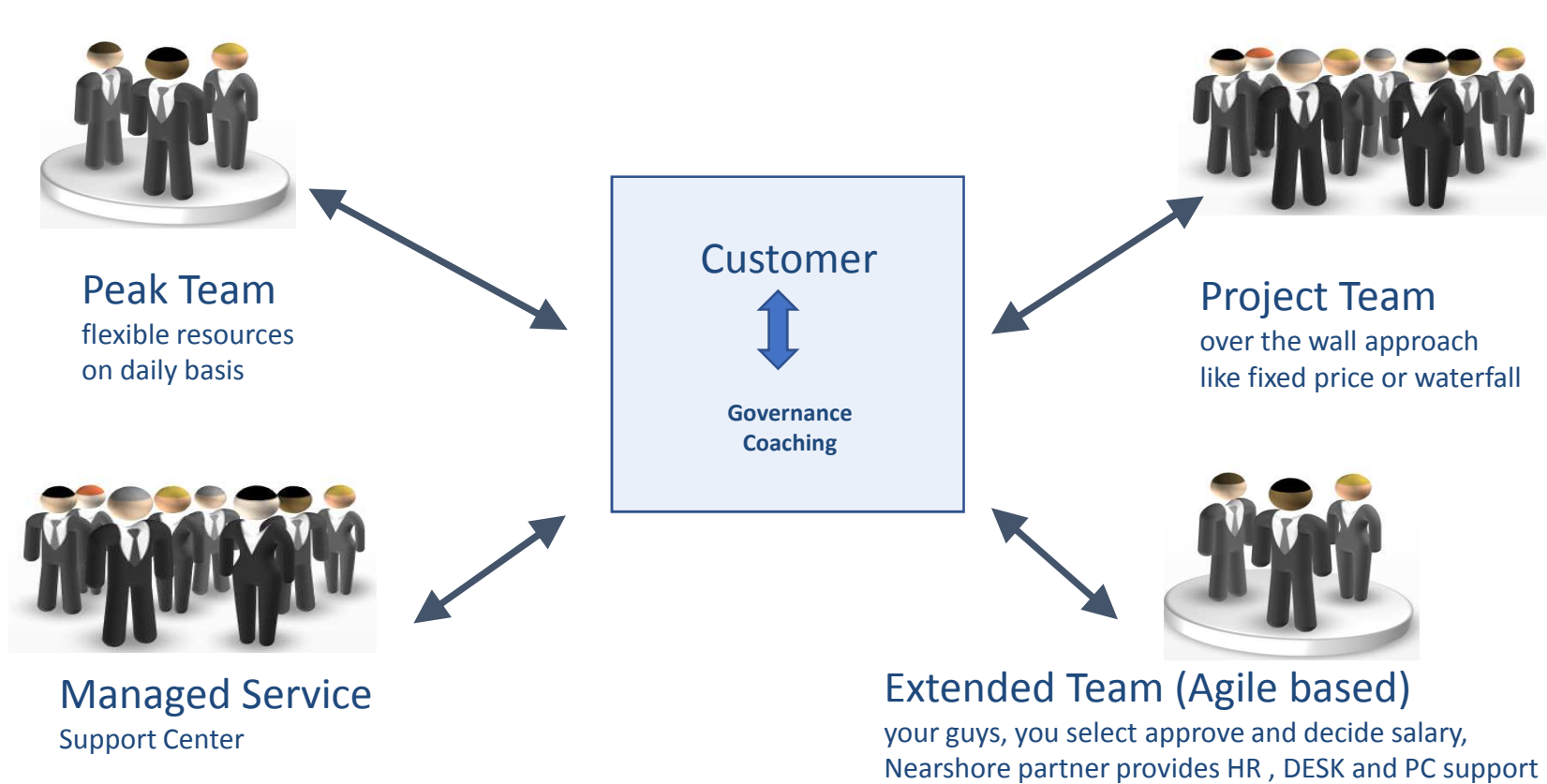
Distributed Team Approach

- Governance
- Security
- Strategy

Smartsourcing covers a wide range of expertise



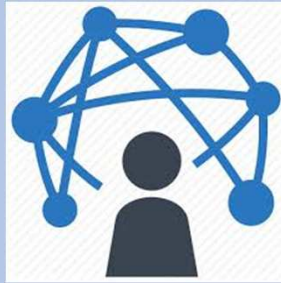
Different Near – and offshore models



Why choosing for



?



Availability
of a Partner Network
Experience
Connections



Knowing
the Do's & Don'ts
Pitfalls



Arranging
the Setup
Coaching & Training
Governance



Experienced
Partner for DDT (Distributed
Development and Service Teams)

Traditional Near / Offshore

SMARTSOURCING

Focus

Hourly Rate

Total Cost

Training
Integration
Communication
Lower code quality
Detailed Requirements
Re-working code
Late-night calls
Lost days
Miscommunication
Domain knowledge
Turnover
Team Dynamic
Time to assess
Billing ambiguity
Missed Deadlines
On-site contractors
Retention

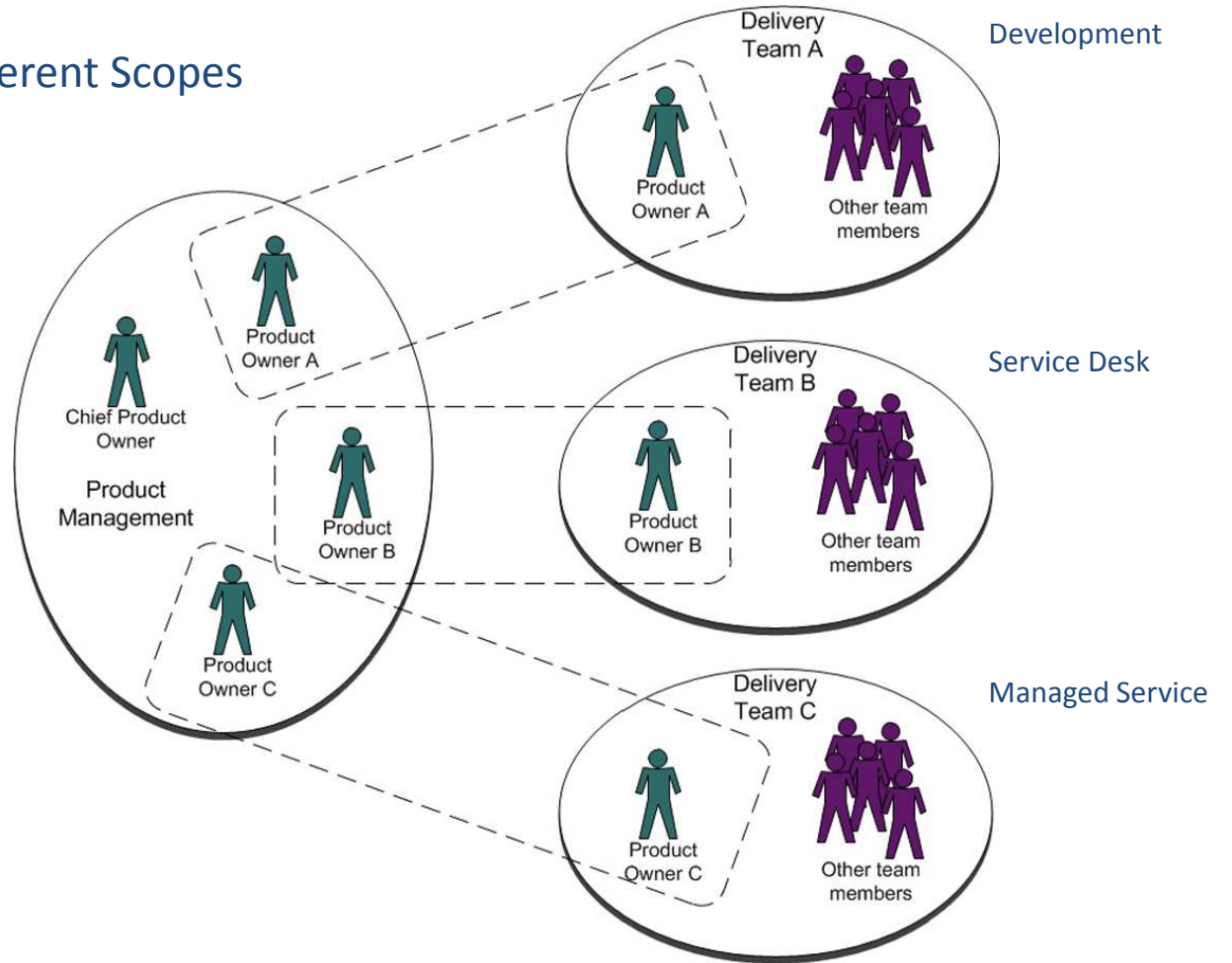
Low risk
High quality
Transparency
Scalability
Coaching
Governance

Hidden Costs

Total control / No hidden cost

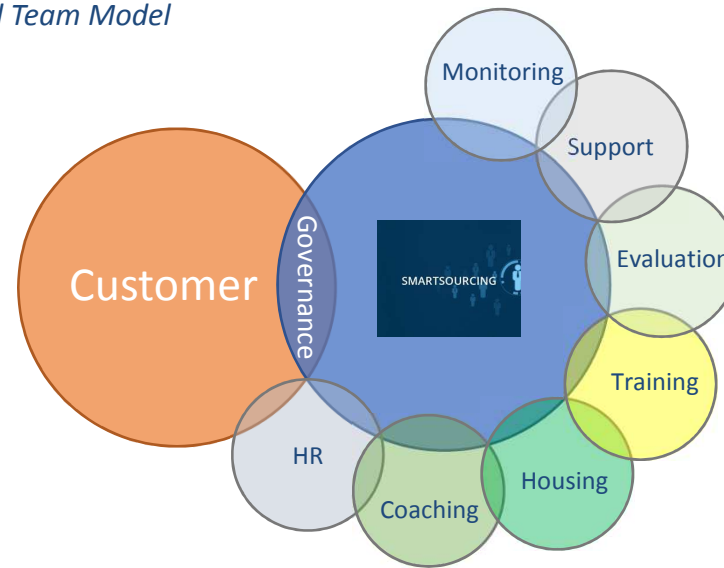
Distributed Development Teams

Different Scopes



- The customer is central

Extended Team Model



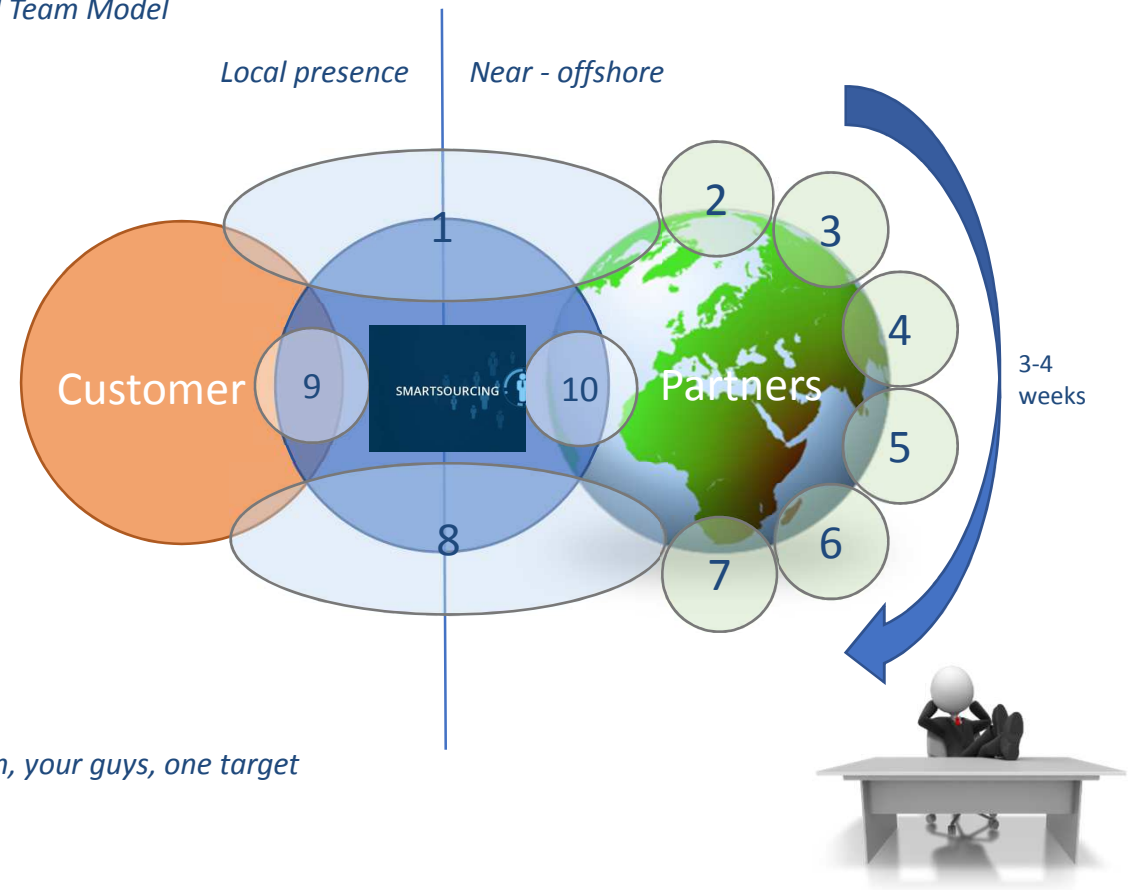
Committed team for optimal service



• 10 Step Recruitment

1. Clarification Calls
2. Vacancy opened
Recruiter assigned
3. Vacancy advertised
Search started
4. HR Interview
5. Candidate's presentation
6. Technical test
7. Technical Interview
8. Client Interview
9. Job offer
10. Hiring

Extended Team Model



One team, your guys, one target

Team localisation at your service

Shoring locations wherever



Digital Skills for IOT, Big Data, Cybersecurity

- ... general awareness is not there in the SME population
- ... the 3 elements are not at the same level of attention
- ... if talked about, cybersecurity and big data seem to stand out
- ... the talent gap continues to enlarge at the same time
- ... corporates will continue to be a –competitor- for the SME
- ... the educational system does not support fast intake
- ... limited board awareness at corporate, about zero in SME

thus next steps should include ...

- ... a very precise awareness SME campaign
- ... a prioritisation based on (survey) results for the 3 elements
- ... we cannot wait with cybersecurity (trials already)
- ... acceptance of cross-border assistance is a must
- ... initiatives should favor SMEs first, not corporates
- ... the education should be fastened, teachers are key
- ... more digital/technology precense/expertise is a must
- ... GDPR implementation could be a good anchor (learning)

