



Strategic Imperatives for CIOs to Transform Business in an AI World

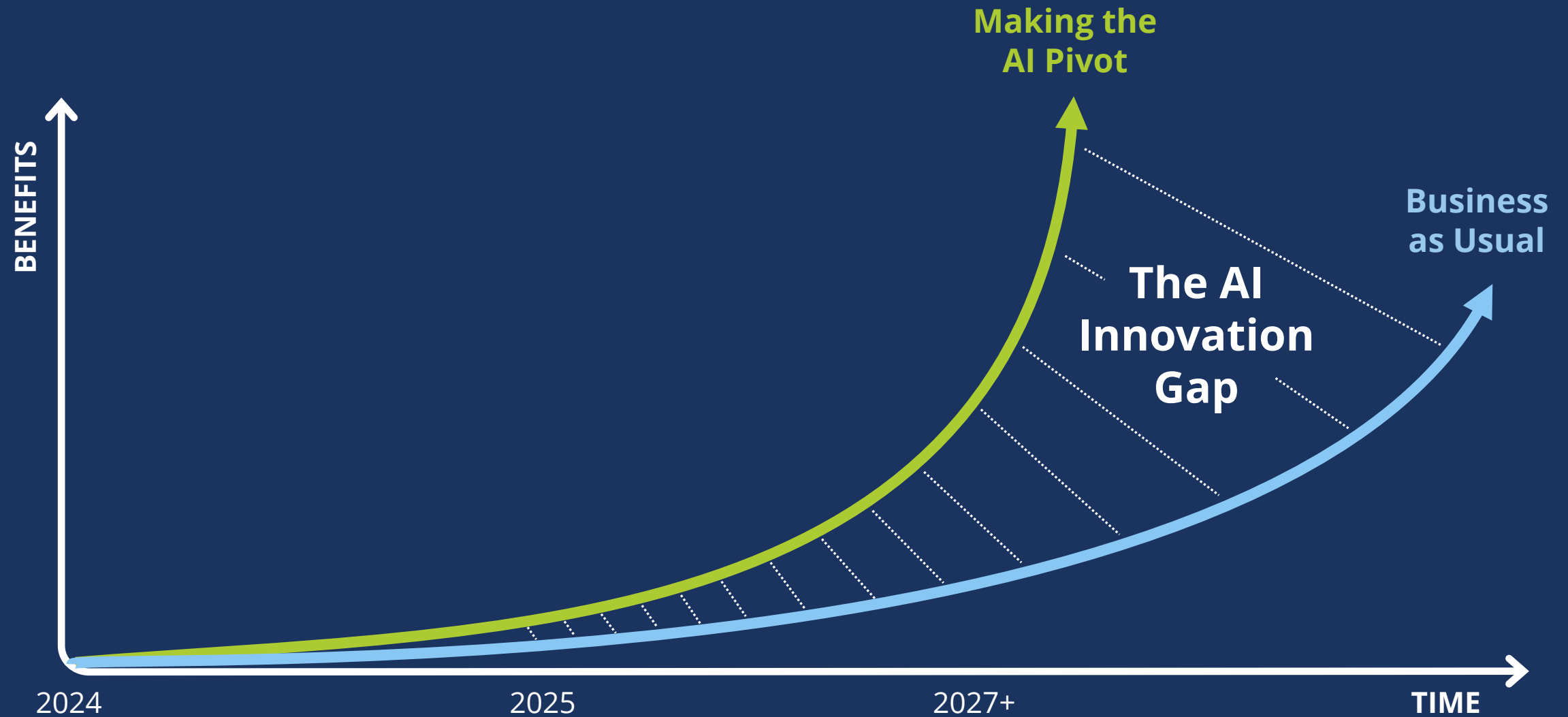
Philip Carter
GVP/GM, Tech Buyer
Digital Platform Research

Innovation is the CEO 'Word of the Year' for 2025

Which of the following words most reflect what your organization needs to focus on to thrive in 2025?

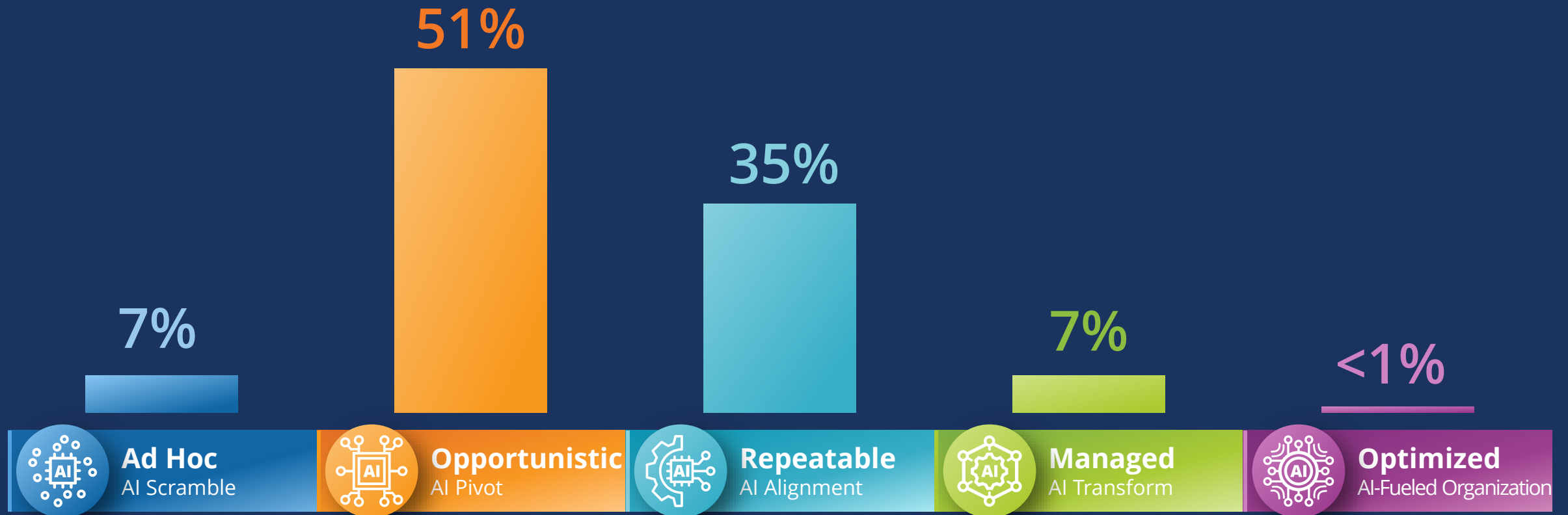


The Growing AI Innovation Gap



Most Organizations are Driving the 'AI Pivot to Scale'

IDC Worldwide AI Fueled Organization Maturity Model Benchmark, 2025



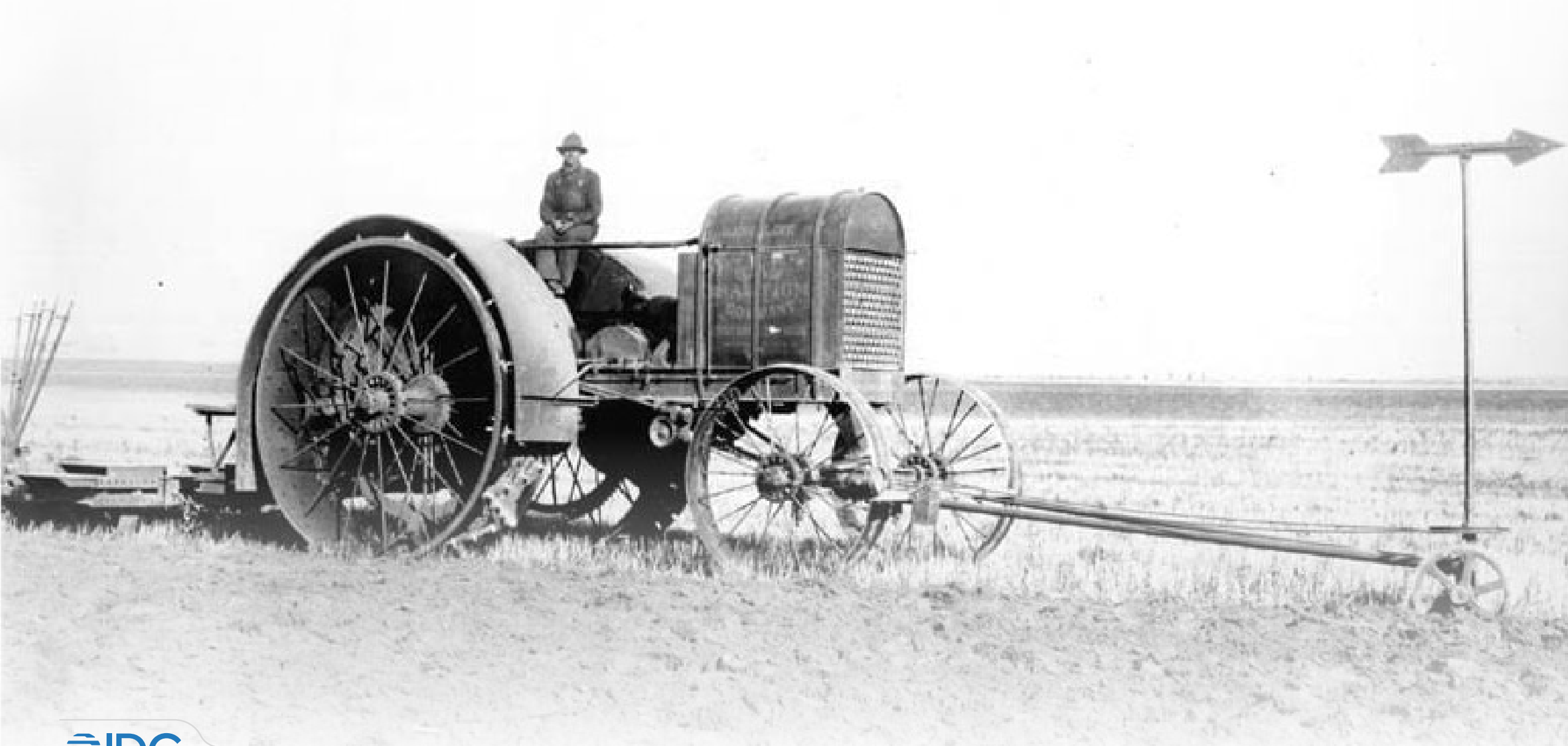
“

I am hesitant to approach the CEO with a \$100M budget request for a five-year ERP transformation, when AI advancements could radically reshape our technology landscape.

CIO, Large global discrete manufacturing organization

”

Last Year, We Talked About Tractors and AI...









The AI Pivot to Scale: Strategic Imperatives for the CIO

The AI Pivot



Enterprise
AI Strategy

AI Ready
Tech Stack

AI Ready
Workforce

The AI Pivot to Scale: Strategic Imperatives for the CIO

The AI Pivot



Enterprise AI Strategy

- C-Suite Alignment
- CIO as the AI Orchestrator
- Betting on the Super Use Cases

AI Ready Tech Stack

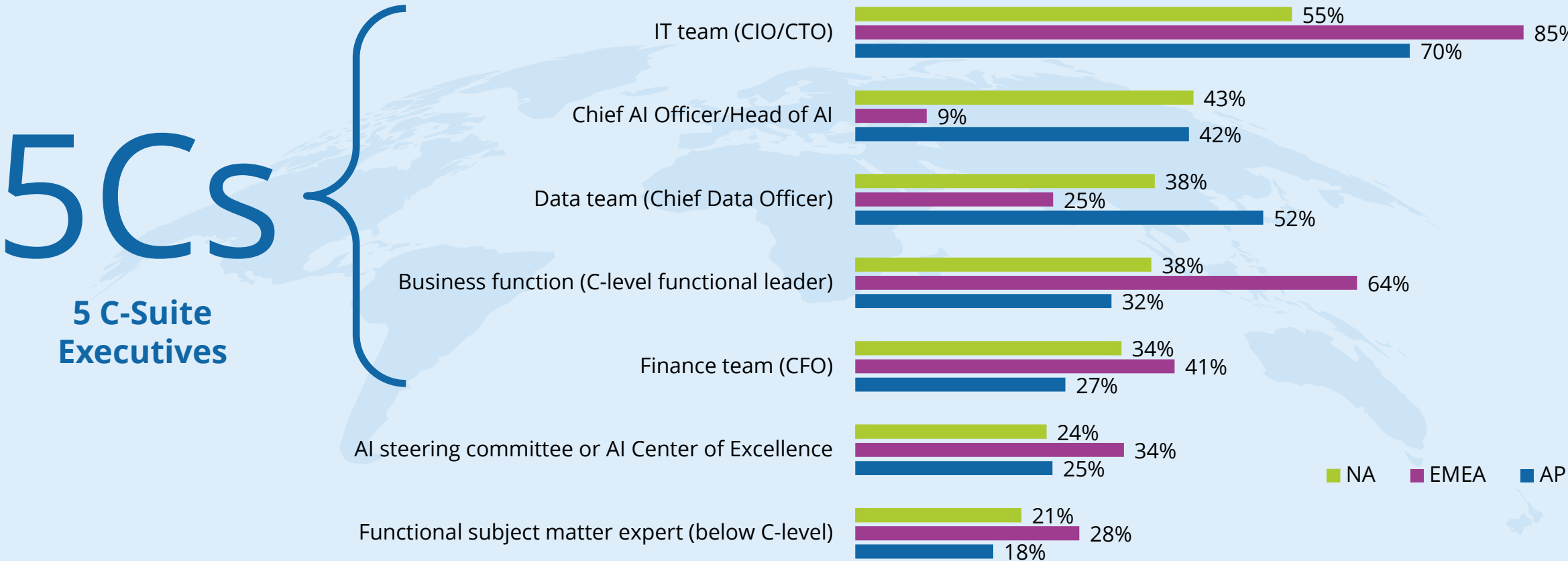
- Dramatic Shift in the Architecture
- Transform Sourcing for AI Tech
- AI Governance Driving Strategic Vendor Partnerships

AI Ready Workforce

- Productivity Pivot to Extreme Automation
- AI Agents Accelerating Adoption
- Completely New Mindset Required

C-Suite Alignment

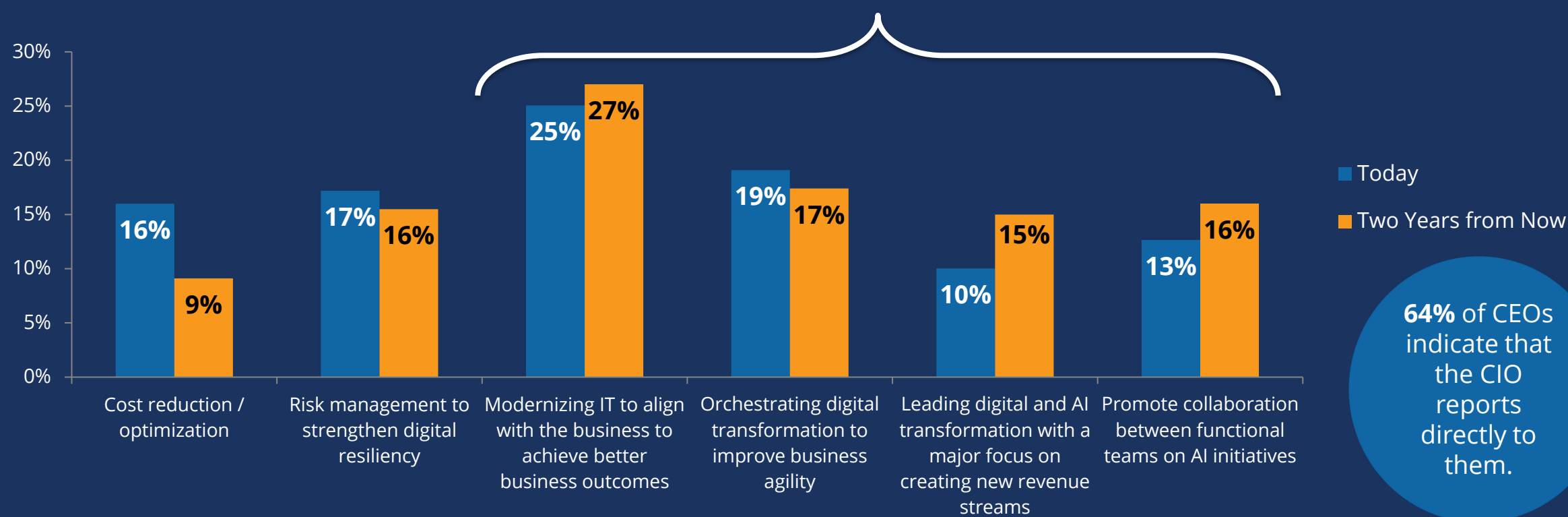
Who are the key stakeholders in AI purchase decisions?



Only 1 in 4 CEOs expect the CIO to focus on Cost and Risk Management over the next 2 years

Which statement best represents the CIO’s primary focus in your organization today? And in 2 Years?

STRATEGIC FOCUS AREAS



Scan for the Super Use Cases

Super Use Case Criteria

**Rich in
Business
Outcomes**

Increases Efficiency

Drives Revenue Growth

Improves Customer Satisfaction

**Builds
Resilience**

Anticipates Market Changes

Manages Risk

**Promotes
Overall
Health**

Promotes Adaptability

Fosters Innovation

Supports Sustainable Growth

**Supply
Chain**

Network Design

Service Level
Agreement
Optimization

Sales

Digital Commerce

Bi-directional
customer
experience
personalization

Finance

Treasury and Risk

Scenario Analysis
and Simulation



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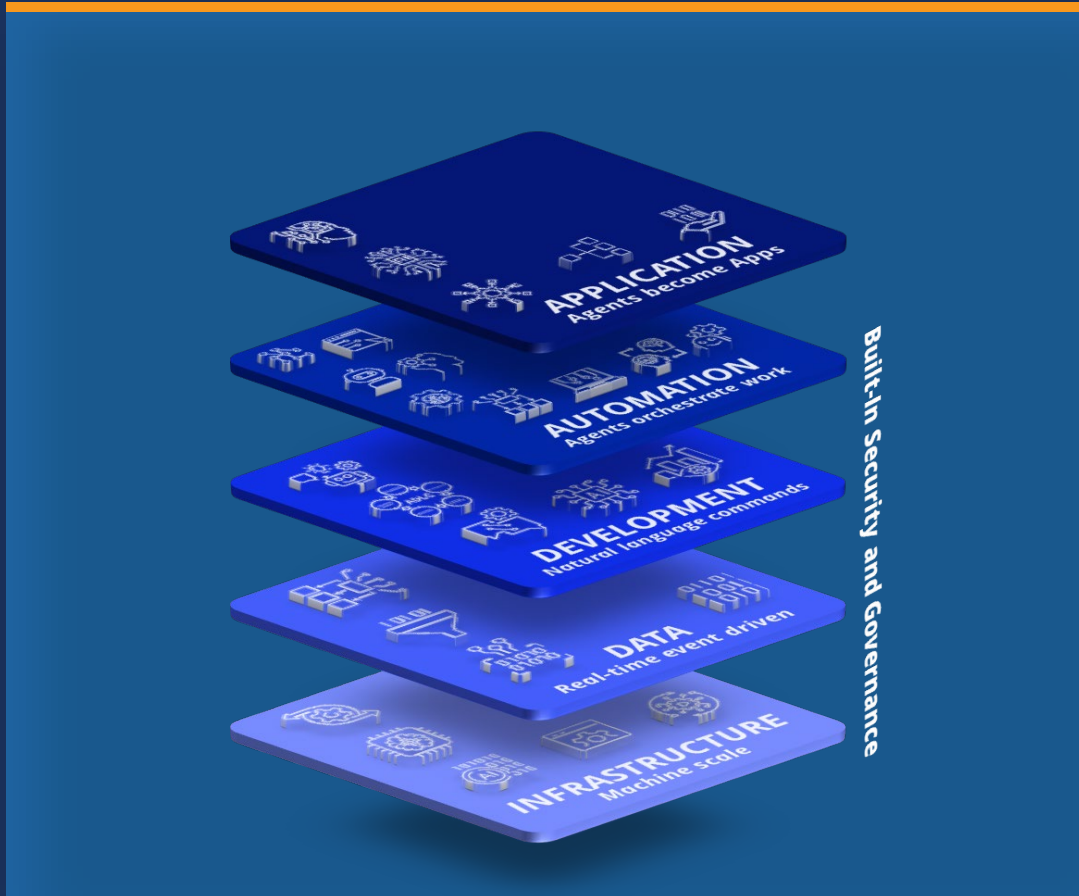
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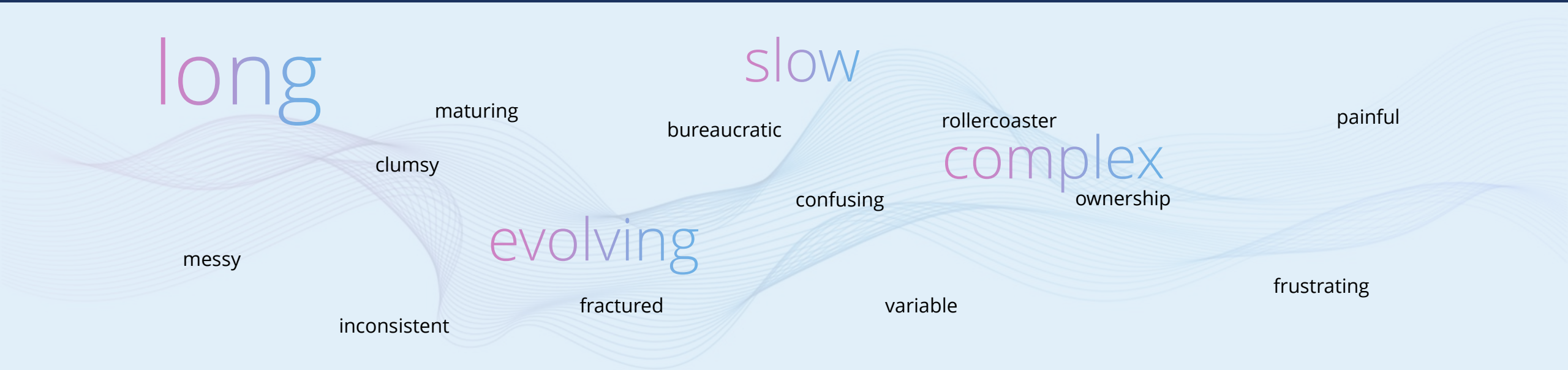


**De-coupled Data &
Business Logic**

AI is the new UI

**Apps & AI Agents
Converge**

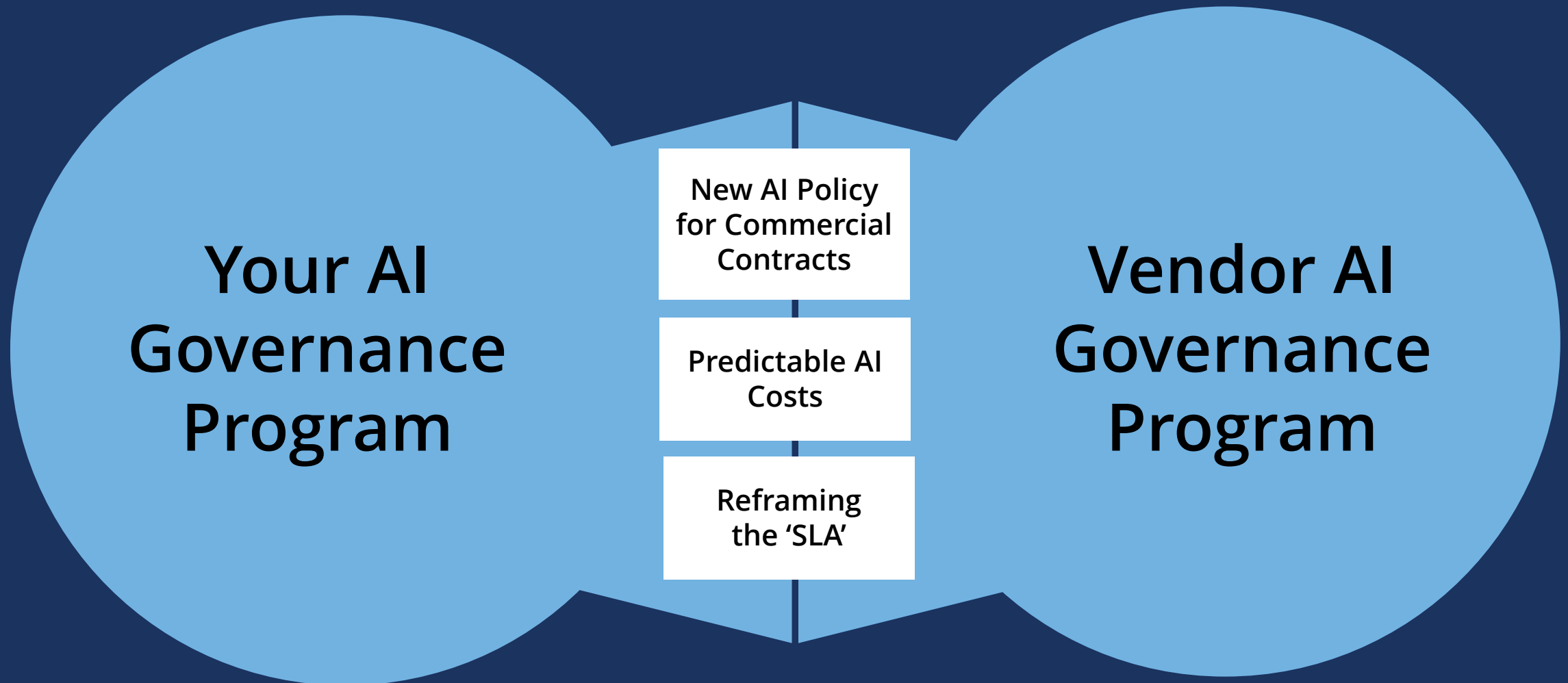
Transforming Technology Sourcing in an AI World



Strategic AI Partnerships with Technology Vendors



AI Governance is Driving Strategic Vendor Management



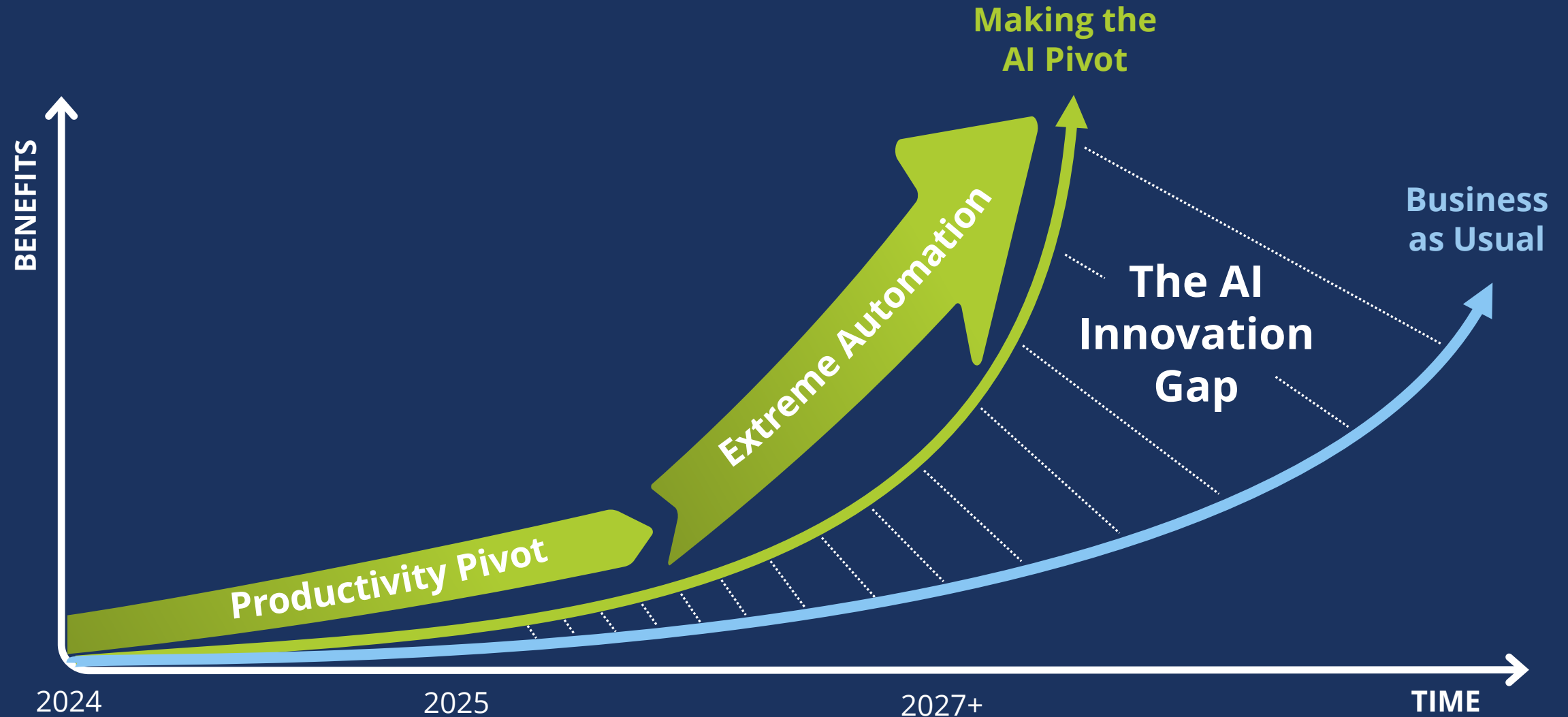
“

AI will not replace your job.
But someone who knows
how to use AI better than
you... will

CEO, Global Financial Services Organization

”

From the Productivity Pivot to Extreme Automation



“

As we move to extreme automation enhanced by AI Agents, we are now facing increased resistance from Line-of-Business (LoB) executives because of heightened fears around job losses

”

Chief Digital Officer, European Appliance Manufacturer

IDC PREDICTION

50%

of organizations will
use enterprise AI agents
configured for specific
business functions in 2025

The Cargo Cult





The AI Pivot to Scale: Strategic Imperatives for the CIO

Supercharge
Your Super
Use Case Bets



The AI Pivot



AI-First
Vendor
Management



Prioritize the Radical
Mindset Shift



IDC Directions