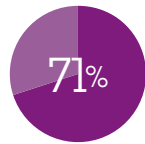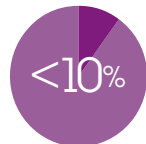# What does the "IT Infrastructure Conversation" study mean to your organization?
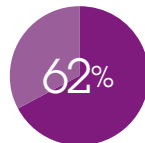
The IBM Institute for Business Value (IBV), in conjunction with Oxford Economics, surveyed 750 senior IT executives to learn how prepared their IT infrastructures are to handle the changing nature of business. We looked at how companies view the importance of IT infrastructure, the investments they are making in this space, and how they can better prepare for the future.

71% — **Seven out of ten** organizations believe IT infrastructure enables competitive advantage and optimizes business performance.

<10% — **Less than 10 percent** of companies report that their IT infrastructure is fully prepared to meet the demands of cloud, mobile, social and analytics (CAMS).

62% — **Nearly two-thirds** of organizations are planning to increase IT infrastructure investment spending.

30% — **Less than one-third** of IT executives believe they are effectively collaborating with the business to provide IT infrastructure solutions.

Strategic IT Connectors vs. Siloed IT Operators

Strategic IT Connectors are more likely to:

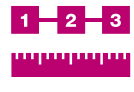**Establish** a well-defined enterprise IT infrastructure strategy

Use the IT function as a broker of technology services

Collaborate with the business to provide IT infrastructure solutions

Support cross-functional teams of infrastructure domain experts

Collect, analyze and **document** performance measures

Why does it matter?

Strategic IT Connectors are dramatically more prepared to adjust to trends in the marketplace such as cloud, mobile, social and analytics (CAMS)

420% Strategic IT Connectors are **420%** more prepared for cloud than Siloed IT Operators

29% Strategic IT Connectors are **29%** more prepared for social than Siloed IT Operators

47% Strategic IT Connectors are **47%** more prepared to address the proliferation of mobile devices than Siloed IT Operators

13% Strategic IT Connectors are **13%** more prepared to integrate, leverage, and analyze data than Siloed IT Operators

What kind of company are you?

Are you using IT infrastructure to achieve competitive differentiation?

Can your IT infrastructure handle new workloads supporting cloud, analytics, mobile and social technologies?

Are your infrastructure choices determined by line-of-business requirements?

Is your IT infrastructure prepared to address security issues and disaster recovery scenarios?

Do you have a strategy for incorporating cloud technology into your IT infrastructure?

Strategic IT Connectors were significantly more likely to identify themselves as outperforming their peers in terms of revenue growth and profitability. Learn more in the IBM executive report **"The IT infrastructure conversation: New content, new participants, new tone."**

For more information go to **ibm.com**/systems/infrastructure-report

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