"In his thoughtful, engaging book, Joe Topinka has defined the role of the IT Business Partner - the lynchpin to any successful IT organization. A must read for any IT leader."

- Martha Heller - President Heller Search Associates, Author, The CIO Paradox: Battling the Contradictions of IT Leadership

"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…"

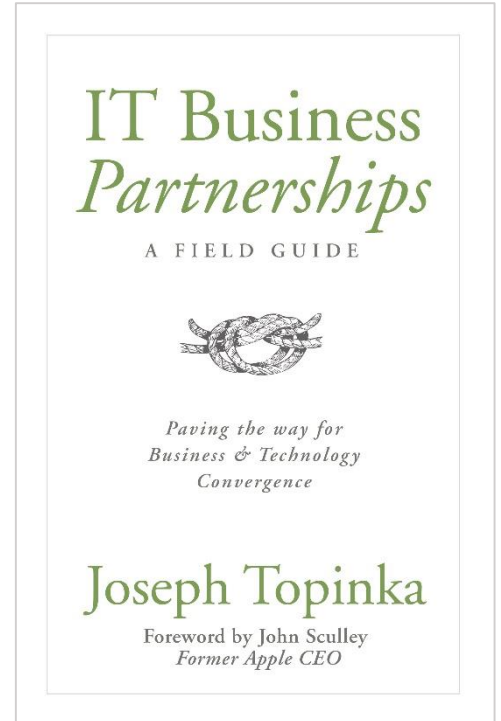- Peter High - President of Metis Strategy, Author, World Class IT: Why Business Succeeds When IT Triumphs

"Joe's book lays out a thorough, comprehensive path that embodies the principles of business technology convergence. His approach details the skills IT organizations need to achieve this allusive goal."

- Faisal Hoque - Founder & CEO, BTM Corporation, Author, The Power of Convergence

"Joe is both a visionary and a brilliant tactician. He leverages user research to create solutions that not only meet customer needs, but drive bottom-line business results. Bravo."

- Tom Gomoll - Founder, Usability Team at Apple and current Principal of Gomoll Research + Design (GRD)

IT Business Partnerships

A FIELD GUIDE

Paving the way for Business & Technology Convergence

Joseph Topinka

Foreword by John Sculley
Former Apple CEO

ABOUT THE BOOK:

Business leaders who want to move their companies toward true business and technology convergence—that sweet spot where IT and business units are so strategically intertwined that they operate almost interchangeably—voice the cry "IT must partner with the business!" While studies show that 80 percent of business stakeholders don't view the IT department as strategic collaborators, you can't outperform the competition or drive bottom-line results without this vital partnership.

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. With 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.

Joseph Topinka is an author, coach, and mentor. He is the founder of CIO Mentor, LLC and is the Vice-chair of the Business Relationship Management Institute. He serves on the board of IT-Ology, a non-profit that is focused on growing the IT talent pipeline at academic institutions. Joe is a frequent public speaker and leadership coach and mentor. Joe is passionate about turning IT leaders into business leaders. In 2013, Joe was named one of the CIOs of the Year by Minneapolis/St. Paul Business Journal.