

CIO MENTOR

Joe Topinka



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Author | Coach | Mentor

Joe is a career CIO, speaker, coach, and mentor.

He is founder of CIO Mentor, LLC, a consultancy focused on helping companies leverage the power of technology to achieve profit-driven business results. Joe is a frequent public speaker where he shares his ideas on how to maximize the value of IT

In 2013, Joe was honored as CIO of the year by Minneapolis/St. Paul Business Journal.

Joe wrote and published the ground-breaking IT Business Partnerships: A Field Guide in 2014.

Joe is a dynamic speaker, coach, and career CIO. He has over 35 years of success leading IT organizations and driving meaningful business results in the process. His game-changing IT Business Partner Program has bridged the chasm between business stakeholders and IT organizations time and again. Joe is a frequent keynote speaker on this subject where he shares his vision at industry events across the country.

Joe is passionate about moving beyond IT and business alignment to a state of business and technology convergence where the best possible business outcomes are achieved. Joe has seen this close-knit C-Suite and IT relationship produce top-line and bottom-lines results for companies that have implemented his methods. Joe's caring and companionate style signals to leaders that he is truly interested in their success and the success of their company's.

Joe is also the founder of CIO Mentor, LLC, a consultancy focused on helping companies leverage the power of technology to achieve profit-driven business results. In 2013, Joe was honored as CIO of the year by Minneapolis/St. Paul Business Journal. In his role at CIO Mentor, Joe speaks to industry groups about the power of IT Business Partnerships. His audiences range from members of the C-Suite to IT leaders and CIOs. Joe's advice is sought after and his program has been featured in Forbes.com, the Heller Report, Profile Magazine, The Forum on World Class IT, and numerous other publications.

Joe is a season CIO with experience across many industries including banking services and packaged software, brokerage, accounting, manufacturing, and retail. Joe is currently CIO and VP of Multichannel Commerce for Red Wing Shoe Company, where his leadership guides not only the IT organization but the company's global digital commerce platform as well.

Joe has also served as CIO of McGladrey, the 5th largest accounting firm in the U.S. Prior to McGladrey, Joe served as CIO of BNY Clearing, a Bank of New York Company, where he delivered the firm's first web-based brokerage workstation. Joe began his career with FIS where he managed software products lines that served commercial banks.

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Keynotes

Partnering with the Business is More than a State of Mind.

IT leaders often acknowledge the importance of driving value by partnering with the business; few however talk about how to make that happen. In his presentation, Joe shares his “day in the life” story that illustrates the positive outcomes that occur when IT is proactively engaged with the business. In addition, Joe shares ideas regarding how IT can successfully implement an IT Business Partner function that can sustainably drive business value.

Joe also describes the difference between “aligned IT” and “converged IT” and what it means to bottom-line performance. And finally, Joe discusses the importance of transparency and openness relating to your company’s strategic projects and he reveals the innovative methods he uses to accomplish this.

The CIO’s Role in Demystifying IT

In this session, Red Wing Shoe Company CIO, Joe Topinka reveals his tried and true methods that help IT emerge from the traditional service provider role to one of true business partner. In his presentation, Joe discusses techniques that move IT from a mysterious chest of secrets to known, trusted advisor, from order taker to business peer, and from a necessary evil to business game changer.

Testimonials

- “Excellent material and very helpful.”
- "This was unbelievable- very very valuable."
- "Love to see the new book."
- "Excellent, impressive. You really have been there! Thanks for sharing insight communication tips."
- "Many thanks to Joe for his willingness to share his thoughts and experience."
- "Exceedingly pragmatic strategies and tools we can actually do something with. Thank you."
- "Always entertaining and insightful."

Prior Events



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IT Business Partnerships

A FIELD GUIDE



*Paving the way for
Business & Technology
Convergence*

Joseph Topinka

Foreword by John Sculley
Former Apple CEO

IT Business Partnerships: A Field Guide

Foreword by John Sculley, Former Apple CEO

Business leaders are voicing the cry “IT must Partner with the business”. They know they must move their companies move beyond simple alignment toward true business and technology convergence- that sweet spot where IT and business units are so strategically intertwined they operate almost interchangeably, outperforming their competitors as a result. Still, studies show 70% of business stakeholders don’t view the IT department as trusted partners or strategic collaborators.

Seeing so much research about the need for convergence but so little written about how to achieve it, Joe Topinka wrote *IT Business Partners: A Field Guide* as a method to actually do what many business leaders are only buzzing about. As a career CIO and founder of CIO Mentor he draws on his own experiences implementing IT Business Partnership Programs to present an actionable, how-to field guide that enables true business technology convergence.

Designed to move beyond simply talking about business technology convergence to formally instituting an IT Business Partnership Program, Topinka’s field guide is a framework of strategies, methods and tools crucial to success. The book includes:

- ◆ The argument for business technology convergence via IT Business Partnerships
- ◆ The essential principles and strategies behind successful IT Business Partnership Programs
- ◆ Actual methods, tools and templates to help you through the entire process
- ◆ Insightful stories and real-life examples of what works and what doesn’t

IT Business Partners: A Field Guide provides an actionable plan to implementing IT Business Partnership Programs as a proven method of achieving business technology convergence.

For questions about purchasing bulk book orders, please contact us in the office at 612-910-6766 or email us at sales@ciomentor.com

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*Praise For **IT Business Partnerships: A Field Guide***

“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’m a passionate believer in the power of leveraging technology to deliver strategic results. This book contains **a concise set of pragmatic tools that hits the mark** and should be standard in IT organizations.”

—**Belinda Rodman, VP Enterprise Strategy, Salesforce.com**

“Joe is both a visionary and a brilliant tactician. I am especially drawn to Joe’s willingness to involve users, via observational research, in the IT process—he is unique among CIOs.”

[Topinka] 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 Principal of Gomoll Research + Design**

“CIO and IT leaders have the ability to contribute to ROI more than ever. But to do so they must possess a solid understanding of the business itself and, specifically, the ways technology can be an enabler. Companies are seeking IT leaders that have a unique ability to blend business and technology skills. This book gives an excellent overview of how to more completely integrate those skills. **Joe’s book hits the nail on the head by clearly laying out these issues and their resolutions.**”

—**Bob Concannon, Senior Client Partner, Korn/Ferry International**



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Joe in Action!



Listen & Read

- [Metis Strategy—Forum on World Class IT](#)
- [Forbes.com—The CIO Takes Over Multichannel Commence](#)
- [Profile Magazine— The Technology Point of View](#)

Find Joe Online

- [Joe's Website](#)
- [Joe's Blog](#)
- [Joe on Twitter](#)
- [Joe on LinkedIn](#)

Hire Joe

For more information about Joe's fees, availability, or questions about purchasing bulk orders his books, please contact us in the office at 612-910-6766 or email us at sales@ciomentor.com