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5 ways IT leaders are expanding their peripheral vision

IT is not only supporting the C-suite. Today's IT professionals are leading it.

Nearly 90% of IT leaders say their role is the most critical component of their organization's success,[1] and they're making business decisions that go far beyond technology:

- 45% are actively involved in their organization's sustainability initiatives.[1]
- 35% are managing the supply chain.[1]
- 85% are collaborating with HR more now than ever.[2]

Integrated solutions are the new technology gold standard, and they require cross-silo leadership.[3] That means the most successful IT leaders are those who are skilled at horizontal collaboration — building bridges that lead to transformational change.

What can you do to expand your peripheral vision? Here are five ways IT leaders are using technology to reach across their organizations and lead everyone forward.

1. Flexible technology

Cross-silo leaders understand that each department has unique needs that require custom-configured technology.

We are long past the time when IT departments deployed one-size-fits-all desk setups. The most successful IT leaders are collaborative, developing specialized solutions that address specific business challenges and goals.
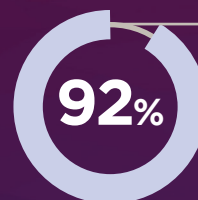
92% of CIOs are considering adding as a service offerings in the next two years.[1]

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What does that look like?
Here's just a sample.

Field representatives access the network from all over the world, and they use multiple devices — laptops, tablets, smartphones.

Organizations need advanced, remote-manageable security solutions to protect data and user identities.

Employees demand hybrid work options. HR wants to give them flexible, individualized office technology that allows them to move seamlessly between headquarters and home.

The business development team hired 20 new employees in several different corporate locations. IT needs to provision the new users by next Monday.

As a service based technology can be added, changed, or removed at any time through one convenient point of contact. It provides the ultimate flexibility to develop custom solutions for every department in the organization.

2. Scalable solutions

IT leaders are more involved with strategic growth than ever before. Nearly 60% of IT leaders are focused on the challenges of helping their organizations grow, scale, and flex with business needs.[1]

Scale is an IT leader's super-power — if they have the right technology. **Pay-as-you-go technology models deliver scale in ways traditional procurement methods can't.**

Need to provision 100 new users by the end of the week? No problem. Do your teams have an immediate need for additional data storage? You can easily expand capacity onsite or in the cloud. Devices, infrastructure, services, and support can all be added, removed, or paused. **The vision is never out of reach.**

57% of IT leaders wish they could replace half or more of their current technology.[1]

3. Access to always-updated technology

Enterprise-level innovation requires cutting-edge technology, from the pocket to the edge to the data center to the cloud. **IT leaders with access to that technology are shaping the future for their organizations, setting bold visions for how technology will help them transform the business.** More than half of IT leaders are already making major technology decisions based primarily on their own visions of where their organizations need to go.[1]

Access to empowering technology has proven to be elusive for some. They can do it easily with technology as a service. An as a service model guarantees that IT leaders can always deliver advanced solutions — on demand and with minimun upfront capital expenditures. When procured as a service, every device, accessory, and service is optimized, updated, and ready to be deployed anywhere in the organization.

4. Remote and automated tech management

Making a cross-functional strategic impact requires that day-to-day IT operations run smoothly and efficiently. But the everyday reality of IT firefighting imposes a completely different reality on many IT leaders.

The newest remote management tools can help. **Make sure your organization is leveraging automated updates, autonomous self-healing technology, and security protections designed to support work from everywhere.** Freed from routine maintenance and troubleshooting, you'll have time to collaborate and strategize.
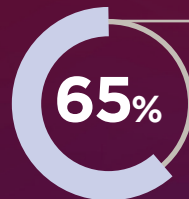
65% of IT leaders say keeping up with technological change is keeping them up at night.[1]

5. A single vendor partner

IT leaders boost their equity among C-suite partners by delivering solutions quickly, and **a single vendor partner is key to making that happen**. A fragmented vendor landscape becomes a liability when business teams need solutions fast - and IT leaders know this.

The right vendor partner is more than a transaction point. **A long-term technology partner will recommend tailored solutions, remain engaged throughout the full technology lifecycle, and keep you apprised of tech innovation.**
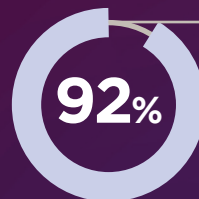
92% of CIOs say their technology vendors are critical to their operational success.[1]

80% and 80% agree that technology vendors increase their productivity.[1]

Be a cross-silo leader

As a service technology helps IT professionals reach across the C-suite to lead their organizations forward. Ready to start? Here's what to consider.

1) Can you customize solutions for different types of users?
With as a service programs, you can offer teams a choice of solutions matched precisely to their requirements.

2) How quickly can you accommodate requests for new tech?
Flexible as a service programs allow you to add or change technology at any time with minimum upfront capital expenditures.

3) Are you prepared to scale?
Technology can quickly be scaled up or down to meet evolving business needs if acquired through a pay-as-you-go model. And today, your entire IT function can be provisioned as a service, including your peripheral devices, docking stations, software, services, and even cloud storage.

4) Are you providing the most up-to-date technology?
Your teams need cutting-edge technology to innovate. Deliver it easily with ongoing access to the newest solutions, from the pocket to the edge to the data center to the cloud.

5) How much of your time is spent on IT management?
Technology as a service is always updated, leverages the latest remote management solutions, and frees you up to make an impact for the C-suite.

6) How many vendors are you currently working with?
A fragmented vendor landscape becomes a liability when business teams need to move fast. Technology as a service can be delivered from a single point of contact, simplifying financing/invoicing/contracting/delivery to support complex global teams.

Expand your influence with Lenovo TruScale

Lenovo TruScale helps you achieve your strategic vision by giving you access to powerful, flexible solutions delivered with the simplicity of a scalable as a service, pay-as-you-go model.

Learn more at www.lenovo.com/TruScale

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