

Getting Started Questionnaire

| NAME                    | EMAIL                       |
|-------------------------|-----------------------------|
| PHONE                   | COMPANY                     |
| COMPANY SIZE            |                             |
| LESS THAN 100 EMPLOYEES | 101-999 EMPLOYEES           |
| 1000-5000 EMPLOYEES     | GREATER THAN 5000 EMPLOYEES |

| — Describe Your Role —             |   |
|------------------------------------|---|
| What is your job title?            |   |
| CEO/President                      | Enterprise Architect                    |
| Line of Business Executive/Manager | Data, Content, or Information Architect |
| Other Business Role                | Data or Content Administrator           |
| CIO                                | Integration Development                 |
| CTO/Technology Research            | Other Technical Role                    |
| Application Programmer             |   |
|                                    |   |



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| — Describe Your Organization —   |
|--|
| Which of the following best describes your company or organization?  |
| Company or organization looking for software solutions to address information-intensive<br>business challenges |
| Independent Software Vendor  |
| Systems Integrator   |
| Consulting firm  |
| IBM Business Partner   |
| Have no current company affiliation  |
| Other (please specify)   |
|  |
|  |

#### Your Software Choices

What role do you play in the acquisition of software solutions by your company?

- □ Decision maker
- Evaluate
- □ Influence or recommend
- □ Implement
- □ Business sponsor
- □ Purchasing agent
- □ None
- □ Other (please specify)



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| <br>Your Information Strategy   |
|---|
| How important is having an enterprise-wide information strategy & vision to your company? |
| Critically important  |
| Important   |
| Moderately important  |
| Not important   |
|   |
| Your Information Vision   |
| Does your company have an overall information strategy & vision?                          |
| □ Yes   |

🗆 No

Don't Know

| <ul> <li>Information and Business Goals</li> </ul>  |
|---|
|   |
| Is your company's information strategy aligned with critical business goals & objectives? |
| □ Yes   |
| □ No  |
| Don't Know  |
|   |



Getting Started Questionnaire

|  | <ul> <li>Information and Business Priorities</li> </ul> |  |  |  |  |  |
|--|---|--|--|--|--|--|
| What priority does your company place on ensuring that its information strategy is aligne<br>with business goals & objectives? |   |  |  |  |  |  |
|  | High priority   |  |  |  |  |  |
|  | Medium priority   |  |  |  |  |  |
|  | Low priority  |  |  |  |  |  |
|  | Not important   |  |  |  |  |  |
|  |   |  |  |  |  |  |
|  |   |  |  |  |  |  |
|  | Your Asset Inventory                                    |  |  |  |  |  |

| Do you have an inventory of existing data & content assets? |
|---|
| □ Yes   |

🗆 No

Don't Know



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#### Information and Business Goals

Please place a **C** in the box to indicate your current level of maturity for each of the 6 capabilities listed and an **D** to indicate your desired level of capability over the next 2 - 3 years.

|             | STAGE 1 >                       |   | STAGE 2 >                               |  | STAGE 3 >  |   | STAGE 4   |
|-------------|---------------------------------|---|---|--|--|---|---|
| Scope       | Departmental                    |   | Cross Departmental                      |  | Organizational                                       |   | Enterprise-wide   |
| Currency    | Historical only                 |   | Operational &                           |  | Near real-time view<br>of operational<br>information |   | Real-time view of all information                         |
| Governance  | No oversight                    |   | Historical                              |  |  | _ |   |
| Integration | Data & content in<br>silos      |   | Ad-hoc / project-<br>based              |  | Information avail-<br>able as a service              |   | Policies & practices<br>fully implemented                 |
| Insight     | Basic search, query & reporting |   | Data & content<br>contained in<br>silos |  | Business intelli-<br>gence                           |   | Information fully<br>integrated into<br>process workflows |
| Access      | Power users &<br>analytics      | П | Analytics intro-                        |  | Role-based access<br>environment<br>commonplace      |   | Strategic intelligence                                    |
|             | anarytics                       |   | duced                                   |  |  |   | Adaptive role-based                                       |
|             |                                 |   | Role-based access<br>introduced         |  |  |   | access across<br>enterprise & value<br>chain              |

#### IBM Can Help

Would you like to speak to an IBM representative or IBM Business Partner about your software requirements?

Yes
No

Please complete your questionnaire & send it to *AskIOD@us.ibm.com*. Thank you.