

# IT Strategy & Governance

*How we help C-suite leaders turn IT from a cost center into a strategic business asset.*

**30-40%**

Reduction in  
IT operating costs

**2-4x**

Faster technology  
decision cycles

**95%**

Client  
retention rate

StratusCxO



FRACTIONAL CIO / CTO



BRIDGEPOINTE

TECHNOLOGY ADVISORY

# THE IT STRATEGY PROBLEM

*Most organizations have IT activity. Very few have IT strategy. The gap is expensive.*

## FINANCIAL WASTE

**30%**

Of IT budgets spent on redundant, underutilized, or misaligned technology

**\$1.3T**

In annual IT project failure costs globally (Gartner, 2023)

**72%**

Of digital transformation initiatives fail to achieve their intended ROI

*IT without strategy is just spend. Expensive, ungoverned spend.*

## OPERATIONAL RISK

**68%**

Of CIOs report their IT roadmap is reactive rather than strategic

**\$1.85M**

Average cost of unplanned IT downtime per incident (Ponemon, 2023)

**54%**

Of enterprises have no formal IT governance framework in place

*Reactive IT isn't just inefficient — it's a compounding liability.*

## STRATEGIC MISALIGNMENT

**78%**

Of board members say IT strategy is not clearly connected to business outcomes

**2-3×**

Higher technology costs for organizations without vendor governance frameworks

**\$900B**

In technology value unrealized annually due to poor IT governance (McKinsey)


*The board is asking if IT is driving value. Can you answer that?*

# OUR IT STRATEGY & GOVERNANCE SERVICES

*Six practice areas — each connecting IT investment to business outcomes*


## 01 IT Strategic Roadmap & Planning

A funded, prioritized IT roadmap tied to business outcomes — not a wish list. We translate board and C-suite priorities into a 12–36 month technology plan with defined milestones, investment logic, and measurable ROI.

 **Avg. 25–30% reduction in unplanned IT spend through structured prioritization.**


## 02 IT Governance & Policy Framework

Decision rights, policy architecture, investment governance, and accountability structures — built into your operating model. We design governance that enables fast decisions, not bureaucracy that slows them down.

 **Clients report 2–3× faster technology decision cycles post-framework implementation.**


## 03 Vendor Management & Optimization

Objective evaluation, contract governance, and ongoing vendor accountability across your entire technology portfolio. Bridgepointe's relationships and market leverage consistently deliver better terms than direct negotiation.

 **Avg. 18–25% reduction in total vendor spend through contract optimization.**


## 04 Technology Portfolio Rationalization

A structured audit of your current technology stack — eliminating redundancy, retiring technical debt, and ensuring every tool earns its place in the portfolio. We follow the money, then cut what isn't earning it.

 **Avg. 20–35% reduction in application and licensing costs within 12 months.**


## 05 Fractional CIO / IT Leadership

Senior IT leadership on demand — from interim CIO engagements to fractional advisory for organizations without a full-time technology executive. Strategic depth at 50–60% of the cost of a fully-loaded hire.

 **vCIO model delivers avg. 50–60% savings vs. full-time CIO total compensation.**

## 06 Digital Transformation Governance

Transformation programs fail at governance, not vision. We install the operating model, change management structure, and executive reporting cadence that turn digital initiatives from pilot projects into enterprise outcomes.

 **Reduces failed digital transformation spend by avg. 40% per initiative.**

# THE FINANCIAL CASE FOR IT STRATEGY

IT strategy isn't overhead — it's the multiplier on every dollar your organization spends on technology.

Cost Area	Low Estimate	High Estimate	Context
IT budget rationalization & waste elimination	20%	35%	of current IT budget
Vendor contract optimization & renegotiation	18%	25%	vs. current vendor spend
Application & license portfolio rationalization	20%	35%	reduction in app/SaaS costs
Fractional CIO vs. full-time CIO savings	50%	60%	of fully-loaded hire cost
Failed IT project cost avoidance	\$400K	\$1.5M	avoided per initiative
Digital transformation ROI improvement	30%	50%	vs. ungoverned programs

Estimates based on Bridgepointe client outcomes. Actual results vary by organization size, industry, and existing IT maturity.

## BOTTOM LINE

**\$1-5M**

Total first-year value per client

**4-8 mo.**

Typical payback period

**310%**

Average 3-year ROI

Based on aggregate outcomes across 500+ Bridgepointe IT strategy engagements.

# HOW WE ENGAGE

Three entry points — sized to where you are, not where we wish you were.

## ASSESS

### IT Strategy Assessment

3–5 Weeks

Fixed Fee

- Current-state IT portfolio & spend audit
- Business–IT alignment gap analysis
- Vendor contract and governance review
- Technology risk and technical debt inventory
- Prioritized 90-day action plan with cost model

*Right for organizations that don't know how much their IT strategy gap is costing them.*

## BUILD

### IT Strategy & Governance Design

8–16 Weeks

Scoped Engagement

- Full IT strategic roadmap (12–36 months)
- Governance framework, decision rights, policies
- Vendor rationalization and contract optimization
- Technology portfolio rationalization plan
- Board and executive reporting structure

*Right for organizations ready to align IT investment to business outcomes at scale.*

## RUN

### Fractional CIO & Ongoing Advisory

Ongoing

Monthly Retainer

- Fractional CIO / vCIO strategic leadership
- Vendor lifecycle and contract management
- Ongoing IT investment governance
- Quarterly board-level technology reporting
- Technology refresh and roadmap management

*Right for organizations that want senior IT leadership without the senior IT overhead.*

# WHY BRIDGEPOINTE

*Five reasons the best-run IT organizations in the mid-market work with us.*

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01

**We're independent – which means our strategy serves you, not a vendor.**

Bridgepointe has no technology vendor allegiances. Our IT strategy recommendations are built around your business outcomes — not around products we're paid to place. You get objective advice, not vendor-funded roadmaps.

02

**We connect IT strategy to financial outcomes – not just technology outcomes.**

Every roadmap, governance framework, and rationalization plan we build is tied to a financial model. CIOs and CFOs get a common language. Boards get a clear picture of IT's contribution to enterprise value.

03

**We've sat in the CIO seat – and we know what the board actually asks.**

Our advisors have held IT leadership roles inside regulated enterprises. We don't build governance frameworks from a consultant's perspective. We build them from an operator's perspective — to be used, not displayed.

04

**We scale from fractional advisory to full-program delivery.**

From a fixed-fee assessment to a fractional CIO engagement, our model scales to your maturity and budget. You get the strategic depth you need without the organizational overhead of building it in-house.

05

**\$4B+ in technology spend under advisement. 500+ engagements.**

95% client retention. Across healthcare, financial services, manufacturing, and 12+ other verticals. Organizations that treat IT as a strategic asset — not just a utility — choose Bridgepointe.

# INDUSTRIES & GOVERNANCE COVERAGE

*Sector-specific IT strategy — because healthcare IT governance is not retail IT governance.*

Industry	Governance Frameworks	Primary IT Strategy Challenges
Healthcare & Life Sciences	HIPAA · HITECH · Joint Commission	EHR strategy, clinical systems governance, vendor sprawl
Financial Services	SOX · GLBA · FFIEC · OCC guidance	Regulatory IT alignment, audit readiness, fintech governance
Manufacturing & Ops	ISO 27001 · NIST CSF · IEC 62443	OT/IT convergence strategy, ERP governance, Industry 4.0
Software & Technology	SOC 2 · GDPR · ISO 27001	Scaling IT governance, tech debt strategy, M&A integration
Insurance	NAIC · SOX · State insurance regs	Legacy modernization, claims system governance, vendor lock-in
Retail & Consumer	PCI-DSS · CCPA · FTC guidelines	Omnichannel IT strategy, data platform governance
Education	FERPA · EDUCAUSE framework	IT master planning, EdTech rationalization, shared services
Professional Services	SOC 2 · ISO 27001 · Client mandates	Billable technology ROI, client data governance, tool sprawl

# WHAT CLIENTS ACHIEVE

*Outcomes our clients report within 12 months of engagement*

**30%**

**Reduction in IT operating costs**

Budget rationalization, vendor contract optimization, and portfolio pruning deliver compounding savings from year one — with no reduction in business capability.

**2-4×**

**Faster technology decision cycles**

Clear governance structures and decision rights eliminate the paralysis and consensus loops that delay IT decisions by months in ungoverned organizations.

**\$1-5M**

**First-year financial value delivered**

Through vendor savings, waste elimination, fractional leadership cost reduction, and avoided IT project failure costs across the portfolio.

**310%**

**Average 3-year ROI**

IT strategy compounds — every governance decision made in year one makes year two and three cheaper, faster, and more aligned to business outcomes.

**100%**

**Board-ready IT reporting after engagement**

Clients complete our strategy engagement with a documented roadmap, investment governance framework, and quarterly reporting structure ready for board scrutiny.

**50-60%**

**Cost savings vs. full-time CIO hire**

Fractional CIO and vCIO engagements deliver executive IT leadership at a fraction of the fully-loaded cost — right-sized to the organization's actual need.

# IT is either driving the business forward or holding it back.

Every month without a clear IT strategy is a month of compounding waste, misaligned investment, and deferred competitive advantage. Bridgepointe closes the gap — objectively and accountably.

## STEP 01 · IT Strategy Assessment

A structured 3–5 week review of your IT portfolio, spend, governance gaps, and business alignment. Delivered as a board-ready report with a prioritized action plan and financial model.

*Start here.*

## STEP 02 · IT Strategy & Governance Build

For organizations ready to build a funded roadmap, install governance, rationalize vendors, and align the technology portfolio to business strategy — with Bridgepointe accountable for outcomes.

*Ready to build? Start here.*

## STEP 03 · Fractional CIO & Ongoing Advisory

Senior IT leadership, ongoing governance management, vendor accountability, and board reporting — for organizations that need strategic depth without the strategic overhead.

*Need ongoing leadership? Start here.*

# Ready to **Protect Your Deal Value** with IT Strategy & Governance Leadership?

Connect with our team for a complimentary *IT Strategy & Governance* Conversation. We'll evaluate your current technology landscape, identify operational and governance gaps, and outline a practical leadership and execution roadmap aligned to your business objectives.

*No fees, no pressure.*



Schedule a Consultation

**StratusCxO**

FRACTIONAL CIO / CTO SERVICES

**Bridgepointe Technologies**

TECHNOLOGY ADVISORY & SOLUTIONS

INTEGRATE. SEPARATE. ACCELERATE.

**George Alexandrou**

*Technology Strategist & Fractional CIO/CTO*

+1-914.548.2710 | [GAlexandrou@bpt3.net](mailto:GAlexandrou@bpt3.net)



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