

A Pocket Guide



IMPLEMENTING IT GOVERNANCE: A POCKET GUIDE

Other publications by Van Haren Publishing

Van Haren Publishing (VHP) specializes in titles on Best Practices, methods and standards within four domains:

- IT management
- Architecture (Enterprise and IT)
- Business management and
- Project management

Van Haren Publishing offers a wide collection of whitepapers, templates, free e-books, trainer material etc. in the **VHP Knowledge Base**: www.vanharen.net for more details.

VHP is also publisher on behalf of leading organizations and companies:

ASL BiSL Foundation, CA, Centre Henri Tudor, Gaming Works, Getronics, IACCM, IAOP, IPMA-NL, ITSqc, NAF, Ngi, PMI-NL, PON, Quint, The Open Group, The Sox Institute, Tmforum.

Topics are (per domain):

IT (Service) Management / IT Governance

ABC of ICT
ASL
BiSL
CATS CM®
CMMI
CoBIT
Frameworkx
ISO 17799
ISO 27001
ISO 27002
ISO/IEC 20000
ISPL
IT Service CMM
ITIL®
ITSM
MOF
MSF
SABSA

Architecture (Enterprise and IT)

Archimate®
GEA®
SOA
TOGAF®

Business Management

Contract Management
EFQM
eSCM
ISA-95
ISO 9000
ISO 9001:2000
OPBOK
Outsourcing
SAP
SixSigma
SOX
SqEME®

Project/Programme/ Risk Management

A4-Projectmanagement
ICB / NCB
MINCE®
M_o_R®
MSP™
P3O®
PMBOK® Guide
PRINCE2®

For the latest information on VHP publications, visit our website: www.vanharen.net.

Implementing IT Governance

A Pocket Guide

Dr Gad J Selig PMP COP



Colophon

Title:	Implementing IT Governance: A Pocket Guide
Author:	Dr Gad J Selig PMP COP
Publisher:	Van Haren Publishing, Zaltbommel, www.vanharen.net
ISBN:	978 90 8753 216 1
Edition:	First edition, first impression, June 2008 First edition, second impression, October 2011
Design and Layout:	CO2 Premedia bv, Amersfoort -- NL
Printer:	Wilco, Amersfoort-NL

© 2008 Van Haren Publishing

For any further enquiries about Van Haren Publishing, please send an e-mail to: info@vanharen.net

All rights reserved. No part of this publication may be reproduced in any form by print, photo print, microfilm, electronic, the Internet or any other means without written permission by the publisher.

Although this publication has been composed with much care, neither author, nor editor, nor publisher can accept any liability for damage caused by possible errors and/or incompleteness in this publication.

PRINCE2™, M_o_R® and ITIL® are Registered Trade Marks and Registered Community Trade Marks of the Office of Government Commerce, and are registered in the U.S. Patent and Trademark Office.

COBIT® is a registered trademark of the Information Systems Audit and Control Association (ISACA)/IT Governance Institute (ITGI).

Copyright protected. Use is for Single Users only via a VHP Approved License. For information and printed versions please see www.vanharen.net

Preface

Information Technology (IT) has become an integral part of many organizations and is fundamental to sustain business growth, innovation and transformation and support continuing operations in most organizations. Information Technology and its effective management is a fundamental cornerstone of any well-run business. Insuring that this cornerstone is optimized is all about optimizing the business side of IT. IT governance is vital to the success of the IT function within corporate enterprises on a global basis.

The purpose of the pocket guide is to provide a comprehensive checklist for the Board, executives, managers and most of all, CIOs and IT professionals. It provides a guideline to use in any organization and in any industry to formulate and tailor an effective approach to IT governance and to help transition the IT organization to a higher level of business/IT alignment, maturity, effectiveness, and value creation function for an organization. It is derived from the book entitled, “Implementing IT Governance – A Practical Guide to Global Best Practices in IT Management” published by Van Haren Publishing.

This title lays out a roadmap to executing within a comprehensive governance framework. It provides a comprehensive checklist that will help the board, executive management and, most of all, CIOs and IT professionals, think through what has worked, what can work and how to plan and deploy IT governance successfully. The pocket guide provides a summary checklist of all of the key components and critical success factors to make IT governance real, effective and sustainable. It represents a valuable resource for all business and IT practitioners, and brings together every critical aspect relating to IT management and governance.

The book reinforces the fact that IT cannot run as an independent silo. It must be aligned and integrated properly with the business and all facets of the organization. It represents an excellent instructional supplement, as well as a thorough source of reference. Each topic has a very detailed list of informational details. It is a must-have for every executive or manager who deals with IT, as well as every professor teaching business and IT courses. The full details of all material referenced in this Pocket Guide are found in the main title: Implementing IT Governance ISBN: 9789087531195

Acknowledgements

I gratefully acknowledge the help and support of a number of individuals, organizations and their members in the private, public and academic sectors, in conducting the research, editing the book, participating in developing the case studies, allowing me to consult for and/or teach them, and influencing, reinforcing and validating the findings, recommendations, critical success factors and lessons learned.

I would like to thank specific people for their help, contributions and insights: Michael Pellegrino of FujiFilm USA, Jaci Coleman of Peoples United Bank, Christine Bullen at Stevens Institute of Technology, Neal Bronzo of Pepsi Bottling Company, Stuart Werner at Li and Fung, USA, Kevin Laing at ATMI, Paul Bateman at AXA, Peter Waterhouse and Debra Cattani at CA, Charles Popper at the TechPar Group, Rebecca Brunotti, formerly of the General Services Administration – Federal Technology Services, Joann Martin at Pitney Bowes, Joseph Puglisi at EMCOR, Len Peters at Columbia Business School, Porter Sherman at UBS, Hank Zupnick at GE Real Estate, Sigal Zarmi of GE Commercial Finance, Nicholas Willcox at Unilever, Mike Bodetti at TNT Expense Management, Tarek Sobh, Ward Thrasher and Robert Todd at the University of Bridgeport, Michael Corbett at IAOP, Jane Siegel at ITsqc, Dick Lefave at Sprint Nextel, Peter Shay at TAC, Jim Shay at Syracuse University, Erran Carmel at American University and many others.

Special thanks go to Omur Yilmaz and Sujani Pradhan, my graduate assistants at the University of Bridgeport, who helped me with conducting research for the book and co-ordinating the many revisions to the manuscript. I also want to thank the many executives, managers and professionals who have attended my seminars and workshop over the years, as well my students who have attended my graduate classes. All of them

have contributed to my knowledge and challenged me to learn more and stay current in a rapidly changing field.

In addition, I would like to thank my publisher, Annelise Savill at Van Haren Publishing for her friendship, editorial suggestions and encouragement to complete this project, as well as my editor, Jayne Wilkinson.

I would like to dedicate this book to my wife, mate and life-long partner, Phyllis, for her love, dedication, understanding and support that she has given me throughout our time together. Our children, Camy, Dan, Gabe, our children through marriage, Beth and Andy, and our grandchildren, Jason, Jacob, and Jesse, also inspired me to finish the project, so that I could devote more time to them. I would most of all dedicate this book to my mother, Ruth, who passed away in November 2007, without whom this project would not have been possible.

Dr Gad J Selig
May 2008

About the Author

Dr Gad J Selig is the Director, Masters of Science in Technology Management and Dual Graduate Business and Engineering Degree Programs, and leads the Center for Inter-disciplinary Business, Engineering and Technology Leadership at the University of Bridgeport.

Dr Selig is also the Managing Partner of GPS Group, Inc., a consulting, research and education firm that focuses on strategic marketing and growth, business and technology transformation, IT strategy and governance, program/project management, strategic sourcing and innovation and managing change.

Dr Selig has more than thirty years of diversified domestic/international executive, management and consulting experience, with both Fortune 500 and smaller companies in the financial services, utility, telecommunications, software and high technology, manufacturing and retail industries. His experience includes: marketing, sales, planning, operations, business development, mergers and acquisitions, general management (with full P & L responsibility), systems/network integration, strategic sourcing and outsourcing, MIS/CIO, electronic commerce, product development, project management, business process transformation, governance and entrepreneurship. Dr Selig has worked for the following companies: Marketing Corporation of America, Advanced Networks and Services, Continental Group, Contel Information Systems, NYNEX (Verizon), Standard Kollsman Industries, CBS and AT&T.

He earned degrees from City, Columbia and Pace Universities in Economics, Engineering and Business. He has authored three books and over 50 refereed articles and/or conference proceedings. He is a dynamic and popular speaker at industry conferences in the U.S. and abroad.

Dr Selig has been a board member of Telco Research, BIS Group, LTD. and AGS. He is a member of the Academy of Management, Project Management Institute, IAOP, ISACA and others. He holds a top secret clearance with the U.S. Federal Government.

Dr Gad J Selig PMP COP

Director, Technology Management & Dual Graduate Business/Engineering Degree Programs, University of Bridgeport, Graduate Schools of Business and Engineering &

Managing Partner, GPS Group, Inc.

E-mail: gjselig@optonline.net

www.gpsgroupinc.com

Table of contents

Acknowledgements	7
About the Author	9
1 Introduction to IT/business alignment, planning, execution and governance	17
1.1 Overview	17
1.2 Definition, purpose and scope of IT governance	21
1.3 Steps in making IT governance real	31
1.4 Summary and key take aways	36
2 Overview of comprehensive IT governance framework and related industry best practice frameworks	37
2.1 Overview	37
2.2 Integrated IT governance framework and roadmap	38
2.3 Summary, implications and key take aways	40
3 Business and IT alignment, strategic/operating planning and portfolio investment management excellence (demand management)	45
3.1 Overview	45
3.2 Principles of aligning IT to the business more effectively	58
3.3 Setting a direction for improved alignment through planning related processes	62
3.4 IT engagement and relationship model and roles	71
3.5 Summary and key take aways	72

4	Principles for managing successful organizational change, prerequisites for world class leadership and developing high performance teams	75
4.1	Overview	75
4.2	Framework for managing accelerating change	76
4.3	Organizing for the IT governance initiative	78
4.4	World class leadership principles and practices	80
4.5	Principles for creating and sustaining high performance teams	84
4.6	Summary and key take aways	89
5	Program and project management excellence (execution management)	93
5.1	Overview	93
5.2	Project management is complex, but has significant value	96
5.3	Principles for achieving excellence in program/project management	99
5.4	Making the choice – program and project management light or complex	106
5.5	Program and project governance excellence	111
5.6	Summary and key take aways	116
6	IT Service Management (ITSM) excellence (execution management)	121
6.1	Overview	121
6.2	Principles for achieving IT Service Management excellence	122
6.3	What is ITIL and why is it different?	126
6.4	ITIL frameworks, certifications and qualifications	129
6.5	Major ITIL processes and functions	134
6.6	Steps in making ITIL real and effective	135
6.7	Summary and key take aways	136

7	Strategic sourcing, outsourcing and vendor management excellence	139
7.1	Overview	139
7.2	Principles and practices for outsourcing excellence from a customer perspective	146
7.3	Vendor selection, contract negotiations and governance process	153
7.4	Summary steps and key take aways	157
8	Performance management, management controls and enabling technology excellence	161
8.1	Overview	161
8.2	Principles for achieving performance management and control excellence	163
8.3	COBIT® and key management controls	169
8.4	Enabling technologies to improve IT governance	174
8.5	Summary and key take aways	177
9	Summary, lessons learned, critical success factors and future challenges	179
9.1	Migration plan for making IT governance real and sustainable	179
9.2	Composite checklist for implementing and sustaining successful IT governance in organizations	181
9.3	Lessons learned	202
9.4	Critical success factors	204

Pocket Guide

Figure 1.1 – Major challenges for IT identified by a global software company

Figure 1.2 – IT governance – decision rights

Figure 1.3 – IT/Business steering and governance boards, working committees and roles

Figure 1.4 – IT demand management classifications

Figure 1.5 – Select balanced score card metrics for business and IT governance

Figure 1.6 – IT governance - current and future state transformation flow

Figure 1.7 – Future state IT governance - a blueprint concept

Figure 2.1 – Integrated IT governance framework

Figure 2.2 – IT governance maturity - a self assessment model

Figure 2.3 – Summary of current and emerging frameworks that enable IT governance continuous process improvement

Figure 3.1 – IT/Business alignment maturity assessment template

Figure 3.2 – IT/Business alignment, portfolio investment management and project management triangle profile

Figure 3.3 – Strategic IT investment spend alternatives

Figure 3.4 – Business strategy and plan development framework

Figure 3.5 – Information technology strategy and development framework

Figure 3.6 – Business and IT strategic planning process, cycle and timetable

Figure 3.7 – Business/IT engagement and relationship model

Figure 4.1 – Framework for managing change and related questions

Figure 4.2 – Leadership competency model

Figure 4.3 – Summary of operating characteristics present in world class teams

Figure 4.4 – Select technologies for traditional and virtual teams

Figure 5.1 – Program/Project management is complex and requires multiple competencies

Figure 5.2 – The cost of program and project failure

Figure 5.3 – Project management life cycle phases and key components

Figure 5.4 – Program/Project type - scale matrix

Figure 5.5 – PM lifecycle phases and related templates

Figure 5.6 – Program/Project governance and escalation hierarchy

Figure 6.1 – Benefits of IT service management

Figure 6.2 - The IT service management lifecycle (ITIL v3)

Figure 6.3 - ITIL version 3 service lifecycle, related processes and select activities

Figure 6.4 - ITIL version 3 – qualification and certifications

Figure 6.5 – ITIL v2 service management processes and functions

Figure 7.1 – Sourcing motivations – build versus buy criteria

Figure 7.2 – Five stages of outsourcing

Figure 7.3 – Key deliverables and go/no go decision criteria by outsourcing stage

Figure 7.4 – Vendor selection, evaluation, contract negotiations and award process flow

Figure 7.5 – Scoring and evaluating potential vendors

Figure 7.6 – Summary checklist of managing successful outsourcing deals

Figure 8.1 – IT governance – How it works in a major communications company

Figure 8.2 – A framework for IT governance performance management, management controls and compliance

Figure 8.3 – The balanced scorecard

Figure 8.5 – CSFs, KPIs and key attributes related to IT

Figure 8.6 – Select IT balanced scorecard metrics – a composite of leading (case study) companies

Figure 8.7 – COBIT - IT processes by domain

Chapter 1

Introduction to IT/business alignment, planning, execution and governance

1.1 Overview

The issues, opportunities and challenges of aligning information technology more closely with an organization, and effectively governing an organization's information technology (IT) investments, resources, major initiatives and superior uninterrupted service, is becoming a major concern of the Board and executive management in enterprises on a global basis. Information technology (IT) has become a vital function in most organizations, and is fundamental to support and sustain innovation and growth.

Therefore, a comprehensive top-down approach, with bottom-up execution of IT governance, which includes all the activities of business/IT alignment, planning, execution and governance of IT, as well as the leadership of those entrusted with the task, is critical to achieve a cost effective solution. Effective 'management' includes the activities of planning, investment, integration, measurement and deployment, and providing the services required to manage a complex strategic asset.

None of this is easy, or obvious, and this pragmatic and actionable 'how to' pocket guide is intended to draw from about 200 current and emerging best practice sources, and over twenty IT governance best practice case studies.,

1.1.1 Major challenges and issues faced by IT

In our research, we compiled a list of IT challenges and issues, identified by multiple independent sources. There appears to be a common thread running through these issues and therefore, we have summarized them into strategic, value enhancing and execution questions.

Board and executive questions for IT:

- Does the IT strategy align with the business strategy?
- Is the IT investment justified, based on its contributions to the business?
- How likely will IT meet or exceed its plans, objectives and initiatives?
- Is IT being managed prudently or effectively? How is it measured?
- How is IT delivering value? Is there a consistent IT business case format used for justifying IT investments?
- Is IT developing and maintaining constructive relationships with customers, vendors and others?
- Is IT delivering projects and services on time, within scope, within budget and with high quality?
- Is IT staffed adequately, with the right skills and competencies?
- Is there a standard measurement for IT investment across the firm?
- How does IT management and operations compare to other best practice organizations?
- How is IT managing and planning for contingencies, disasters, security, and back-up?
- How is IT measuring its performance? What are the key performance measures?
- How effectively is IT communicating its progress and problems to its constituents?
- What controls and documentation have been instituted in IT? Are they sufficient?
- Does the Board review and possibly approve the IT strategy?

- Is a risk management policy, assessment and mitigation practice followed for IT?
- Is IT compliant to federal, state, country (for global organizations) regulations, and to internal policies and controls?
- Are IT audit policies, procedures and processes in place and followed?
- Is there a succession plan in place for the CIO and key direct reports?

1.1.2 Summary of key strategic, value enhancing and execution questions:

Strategic questions - Are we doing the right thing?

Is the investment in IT:

- in line with our business vision and strategy? is the board and/or executive operating management involved and committed?
- consistent with our business principles, plan and direction?
- contributing to our strategic objectives, sustainable competitive differentiation and business continuity support?
- providing optimum value at an acceptable level of risk?
- representing a long-term view (roadmap)
- including an architectural roadmap, based on a detailed analysis of the current state or condition of IT?
- Does the CIO have a seat at the “C” table?

Value questions – Are we getting the benefits?

Is there:

- a clear and shared understanding and commitment to achieve the expected benefits? In what areas? How?
- clear accountability for achieving the benefits, which should be linked to MBOs and incentive compensation schemes, for individuals and business units, or functional areas?

Are they:

- based on relevant and meaningful metrics?
- based on a consistent benefits realization process and sign-off?

Delivery and execution questions – Are we deploying well and effectively? How do we measure our results?

Metrics include:

- scalable, disciplined and consistent management, governance, delivery of quality processes
- appropriate and sufficient resources available with the right competencies, capabilities and attitudes
- a consistent set (of metrics) linked to critical success factors (CSFs) and realistic key performance indicators (KPIs)
- succession planning

Major IT challenges must be dealt with as part of an IT planning and governance process

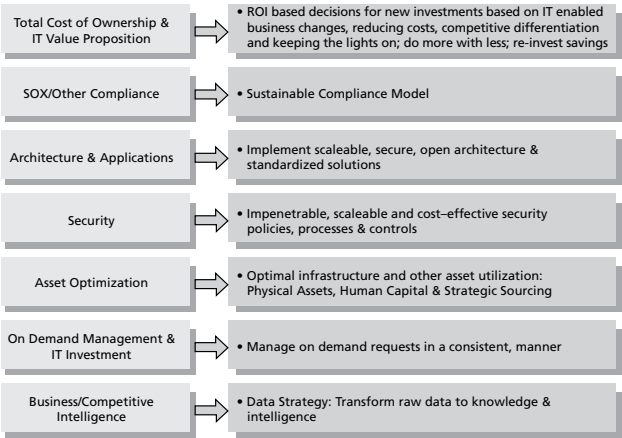


Figure 1.1 Major challenges for IT