

CDW IT Monitor CIO Succession Trend Data

		Overall	Corporate			Government				
			Overall Corporate	1-99 Employees	100-999 Employees	1,000+ Employees	Overall Gov't	Local	State	Federal
Relationship to CIO	Respondent is CIO	46%	49%	72%	42%	35%	15%	19%	15%	8%
	Same level or higher than CIO	6%	6%	10%	6%	2%	11%	15%	11%	3%
	Report directly to the CIO	15%	15%	12%	22%	13%	21%	30%	14%	13%
	One level of management between	13%	11%	2%	13%	18%	24%	16%	32%	28%
	Two levels of management between	8%	7%	2%	9%	10%	13%	5%	18%	23%
	More than two levels of management between	13%	12%	2%	8%	22%	15%	14%	10%	26%
Internal IT issues	% of time currently spent (mean)	44	43	34	48	48	57	58	55	59
	% of time should spend (mean)	42	41	32	44	46	50	50	48	52
	Gap	3	2	1	4	2	7	8	7	7
Company-wide business strategy	% of time currently spent (mean)	56	57	66	52	52	43	42	45	41
	% of time should spend (mean)	58	59	68	56	54	50	50	52	48
	Gap	-3	-2	-1	-4	-2	-7	-8	-7	-7
Current time spent	Spends less than half the time on business strategy	31%	28%	19%	34%	33%	52%	55%	49%	54%
	Spends equal time on business strategy and IT issues	22%	23%	18%	25%	26%	16%	15%	16%	21%
	Spends more time on business strategy	47%	49%	63%	42%	40%	31%	30%	36%	26%
Time should spend	Less than half the time on business strategy	24%	23%	15%	25%	28%	34%	32%	33%	41%
	Equal time on business strategy and IT issues	29%	28%	24%	33%	30%	31%	32%	33%	26%
	More time on business strategy	47%	49%	61%	42%	42%	35%	37%	34%	33%
Does the talent pool look large enough for hiring/replacing CIOs in 2008	Yes, the talent pool is large enough	69%	70%	60%	68%	77%	60%	57%	60%	65%
	No, the talent pool is not large enough	31%	30%	40%	32%	23%	40%	43%	40%	35%
	Don't know (removed from percentages)	23%	23%	35%	13%	17%	26%	26%	27%	23%
Formal succession plan	Yes	38%	39%	13%	48%	62%	27%	20%	29%	44%
	No	62%	61%	88%	52%	38%	73%	80%	71%	56%
	Not sure (removed from percentages)	23%	23%	12%	23%	32%	25%	23%	27%	28%
Likely to be the next CIO	An executive from within	73%	76%	75%	70%	79%	55%	49%	55%	67%
	An executive hired from outside the company	27%	24%	25%	30%	21%	45%	51%	45%	33%
Effectiveness of company in attracting and retaining executive level IT talent	Very effective	27%	28%	15%	35%	36%	13%	15%	9%	18%
	Somewhat effective	33%	33%	19%	38%	41%	35%	33%	37%	38%
	Neutral	30%	31%	56%	19%	16%	23%	22%	25%	20%
	Somewhat ineffective	7%	5%	4%	7%	4%	20%	19%	21%	20%
	Very ineffective	4%	3%	5%	1%	2%	9%	11%	8%	5%
Effectiveness of company in training and developing mid-level IT talent for executive IT positions	Very effective	24%	26%	16%	34%	31%	12%	11%	11%	18%
	Somewhat effective	33%	34%	25%	36%	41%	30%	26%	31%	38%
	Neutral	28%	29%	51%	18%	16%	25%	27%	25%	18%
	Somewhat ineffective	9%	7%	4%	11%	7%	23%	25%	25%	18%
	Very ineffective	5%	4%	5%	2%	5%	10%	11%	8%	9%