

Who is Jeff Price

Most CIO's and CFO's need more than the basic Technology budgeting and cost projections, they need greater value from **an accomplished Technology Financial leader**, who is a driving force for creating cultures of financial accountability and discipline, creating realistic technology budgets, creating KPI dashboards with financial levers, and mitigating budgetary risks. I have implemented Technology Business Management (TBM) to influence demand, demonstrate operational efficiency, benchmark IT Services, help develop technology roadmaps and **demonstrate the value of IT services.**



What will I do for you:

- Increase Transparency
- Demonstrate the Value of IT Services
- Create Financial Discipline
- Enhance Collaboration with Business Partners
- Get Adequate Funding
- Find Cost Savings
- Fund Innovation and Growth







Find out how:

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- **Technology Financial Management PLUS**
- **Kaiser Permanente** - Largest Managed Care Provider
- **BuyerLink** - Internet Marketing Startup
- **Yahoo!** - Internet giant
- **First Data** - Large payment process
- **TriZetto Group** - Healthcare SaaS & Solutions Provider

My TBM Journey.....

Company	Core TBM	Tool Deployment	Decision Support	Saving Tracking	Other
	<ul style="list-style-type: none"> IT Service consumption by App, business unit, and region Training & job aids Internal Benchmarking 	<ul style="list-style-type: none"> Apptio Tableau 	N/A	N/A	N/A
	<ul style="list-style-type: none"> IT Service consumption by platform & property Profitability by property External benchmarking Grow/Run the business 	<ul style="list-style-type: none"> Apptio/MS Excel Project accounting Internal capex tool Oracle Inventory distribution 	Cutting edge technology business cases and built a team/process from scratch	Saved 30% Opex, 35% Capex <ul style="list-style-type: none"> DC consolidation, Improved utilization Moved to Cloud/Hadoop 	<ul style="list-style-type: none"> Stood up project/capital governance process M&A integrations
	<ul style="list-style-type: none"> IT Service consumption by platform and business unit Cost per transaction External benchmarking Grow/Run the business 	<ul style="list-style-type: none"> MS Excel/Access Clarity Project accounting 	Worked on 2 large managed service contracts	Saved 25% Opex, <ul style="list-style-type: none"> App and Platform Rationalization DC consolidation Demand reduction Off-shoring dev 	<ul style="list-style-type: none"> Created long-range forecasting model Supported IaaS contracts/pricing
	<ul style="list-style-type: none"> Profitability by product, customer and contract Grow/Run the business 	<ul style="list-style-type: none"> Internal TBM PlanView Project accounting ERPs 	Built business case process and templates from scratch	Vendor consolidation Location strategy	<ul style="list-style-type: none"> Stood up portfolio management M&A integrations SaaS pricing