

Praise for *IT Portfolio Management Step-by-Step*

Although mountains of books have been written about IT management and even project management, few have focused specifically on IT portfolio management. That's somewhat surprising, given the rising number of blue-chip companies, such as KeySpan Energy Corp. and Lowe's Cos., that have adopted the techniques to fundamentally improve the way they manage their IT investments.

For the uninitiated, IT portfolio management is a set of techniques that IT managers can use to effectively place a Buy, Sell or Hold on IT investments such as software, similar to what a financial investor would do with stocks. Some organizations use IT portfolio management tools and techniques to rank IT projects using criteria such as anticipated business value and return on investment.

Maizlish, chief technology officer program team at Lockheed Martin Integrated Systems and Solutions, and Handler, an analyst at Gartner Inc., offer a very detailed and pragmatic approach to IT portfolio management. The authors' expertise is apparent throughout the book, including in useful tips on how to handle the software vendor selection process.

As the authors point out, IT portfolio processes don't make decisions, people do. So they wisely devote a fair amount of discussion to people and cultural issues. And given the increased focus on regulations that IT managers must contend with these days, the authors also provide helpful guidelines on linking IT portfolio management strategies with Sarbanes-Oxley Act compliance and IT governance efforts.

Maizlish and Handler have put together a useful guide for novice and veteran IT portfolio managers.

Thomas Hoffman, Computerworld, April, 2006

As most industries evolve, they become increasingly commoditized and the IT industry is no exception. Aggressively investing in IT is the right answer in order to achieve competitive differentiation in the marketplace. Successful businesses have long realized that developing unique, innovative business and delivery models, as well as fostering a network of global partnerships is the optimal way to deliver the results that global customers are looking for. *IT Portfolio Management* provides an all-inclusive approach and methodology on how to balance and align IT and business, and generate superior value and returns from IT investments while mitigating risk.

Scott McNealy, Chairman and CEO, Sun Microsystems, Inc.

Bryan Maizlish and Robert Handler bring their deep experience in IT "value realization" to this practical man's approach to one of the most absent of all IT management practices—portfolio management. They capture the essence of universally proven investment practices and apply them to the most difficult of challenges—returning high strategic and dollar payoffs from an enterprise's IT department. In this easy to read "how to" approach, the reader will find many new and rewarding insights to making their IT investments finally return market leading results.

John C. Reece, Chairman & CEO, John C. Reece & Associates, LLC, formerly Deputy Commissioner of the IRS

A must read for the non-IT manager who needs to understand the complexity and challenges of managing an IT portfolio. Also provides perspective and insight into managing complex portfolios. The portfolio management techniques, analysis tools, and planning can just as easily be applied to any project or functional by substituting "R&D", "Supply Chain", "Sales Planning", etc. for "IT."

Richard "Max" Maksimoski, Senior Director, R&D, Scotts Company

IT Portfolio Management describes, in great detail, critical aspects, know-how and practical examples, key insights, and best practices to improve operational efficiency, corporate agility, and business competitiveness. *IT Portfolio Management* eloquently illustrates the methods of building and integrating a portfolio of IT investments to ensure the realization of maximum value and benefit, and to fully leverage the value of all IT assets. Whether you are getting started or building on your initial success in IT portfolio management, this book will provide you information on how to build and implement an effective IT portfolio management strategy.

David Mitchell, President and CEO, webMethods, Inc.

IT Portfolio Management details a comprehensive framework and process showing how to align business and IT for superior value. Maizlish and Handler have the depth of experience, knowledge, and insight needed to tackle the challenges and opportunities companies face in optimizing their IT investment portfolios. They provide a pragmatic approach to the core issues of building and maturing the IT portfolio. This is an exceptionally important book for executive leadership and IT business managers, especially those wanting to build the process-managed enterprise.

Peter Fingar, Executive Partner, the Greystone Group and coauthor of *The Real-Time Enterprise and Business Process Management: The Third Wave*.

IT Portfolio Management Step-by-Step provides an excellent framework and real world based approach for implementing IT portfolio management. This is a must read for every CIO staff considering how to strategically and operationally impact their company's bottom line.

Donavan R Hardenbrook, New Product Development Professional. Intel Corporation