



Gordon Flesch Company, Inc.

SEAN O'BRIEN

BUSINESS ANALYST, VCIO

If there is one thing that has served Sean O'Brien well in his career, it is a lifelong interest in new technology. Thanks to this curiosity, he found himself managing mainframe computers for a large insurance company out of high school. That grew into managing large data centers and leading business initiatives for organizations from the small start-ups to Fortune 500 organizations.

Today, he uses his passion to help growing companies find smarter and more secure ways to get their work done. He was among the early adopters of technologies like server virtualization, storage virtualization and data analytics. "At the time, not many people in our markets had even heard of virtualization, but now it's impossible for most companies to operate without it," he says. "Of course, I don't believe in using new technology just to be first; it has to make sense for a company's business objectives."

Sean strives to help clients develop best practices to ensure their technology supports business goals and maximizes productivity and efficiency. He sees his job as providing strategic technical direction and leadership through Strategic Business Reviews, Technology Roadmaps and on-going account management.

According to Sean, Gordon Flesch Company provides the resources of a large company with the mindset of a smaller, more nimble organization. "I've worked at large companies where you seem to be just a number, not an employee," he says. "Here, the individual is valued, but also has the resources of a larger company to help get things done."



FUN FACT #1

Sean is a first generation American whose family came from Ireland in the 1950's.

FUN FACT #2

Sean loves to travel and has been to over 20 countries, including some that no longer exist.

FUN FACT #3

Sean's father was an IT director and told him to take some computer classes in college as "all jobs are going to require computers in the future." That advice sparked his love of technology and how it can change lives.

“ At GFC, we are a large company with a small company mindset. The Managed IT service in each market is like its own little company, but with the resources and support of a bigger, regional organization. ”

— Sean O'Brien,
vCIO



GORDON FLESCH®
COMPANY, INC.
BUSINESS TECHNOLOGY. MANAGED.®

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'02

Director of Technical Services

AE Business Solutions

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Senior Systems Engineer

Pure Storage

'16

Global Technical Service Owner

QBE North America

'19

vCIO

Gordon Flesch Company

TODAY'S vCIO



INSIGHTS, PRIORITIES AND CHANGING ROLES



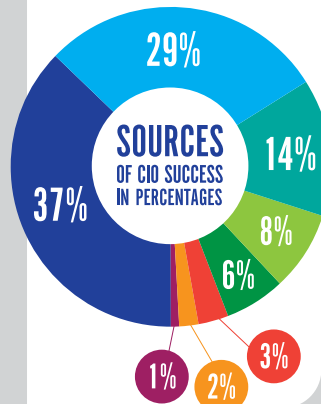
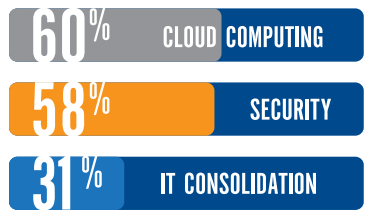
THE WORLD'S INFORMATION DOUBLES EVERY TWO YEARS.



AMONG CURRENT CLOUD USERS, 84% SAID THEY REDUCED APPLICATION COSTS BY MOVING TO THE CLOUD. CLOUD USERS SAVE AN AVERAGE OF 21% ANNUALLY.



TOP CONCERNS for IT Decision Makers



3 ESSENTIAL QUALITIES

1. **COURAGE** to reimagine IT
2. **CLOUT** to guide IT through a time of creative destruction
3. **ASTUTENESS** to build on good results

3 TOP TECHNOLOGIES

1. Cloud Computing
2. Virtualization
3. Mobile Technologies



1. Converged Infrastructure
2. Information Optimization
3. Security
4. Cloud
5. Application Modernization

6.03 years average tenure at GFC

52% of CIOs are responsible for one or more non-IT areas of the business

5.75 years average tenure of CIOs at all-time high

A CIO'S JOB

To apply technology to increase productivity and time to market while reducing costs.

Business Strategic
Transformational
Functional

