



Gordon Flesch Company, Inc.

STEVEN FREITAG

vCIO

After working at large, international companies as well as a 15-person consulting firm, Steven Freitag understands businesses of all sizes.

“There are obviously unique challenges to every business, but regardless of size or industry, there will be some overlap too,” said Steven. “For example, security threats like ransomware affect every type and size of business. But regardless of any overlap, our customized solutions take into account each of our client’s unique business challenges and goals.”

Steven has had over 10 years of IT experience, but one of his most important assets is his ability to communicate effectively to clients. Customer service is Steven’s highest priority, and he is available to his clients whenever they need him, whether it be a quick over-the-phone question or an in-person meeting to gauge their process and figure out next steps.

“The role of the vCIO is something that really stands out for GFC,” said Steven. “No other company is going to offer as high-quality customer service and have someone consistently go into the client’s business and offer ongoing assistance in custom strategies.”



FUN FACT #1

Steven played golf in college and still plays every Thursday.

FUN FACT #2

Steven has two children, a one-year-old son and a four-year-old daughter.

FUN FACT #3

Steven worked at an international company, where he was one of only three security engineers in the company.

“I help clients build a technology roadmap, so we can help them accomplish their business goals.”

— Steven Freitag,
vCIO/Senior Business Analyst



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

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STEVEN'S CAREER TIMELINE

'06

IT Security Specialist

~Global Food Processing & Commodity Trading Corporation~

'07

IT Analyst

~Grocery Retail Chain~

'08

Network Consultant

~Software Consulting Company~

'09

IT Network and Systems Administrator

~Dental Equipment Manufacturer~

'13

Systems Engineer

~International Clothing Retailer~

'15

vCIO – Managed IT Services

~Gordon Flesch Company~

TODAY'S vCIO



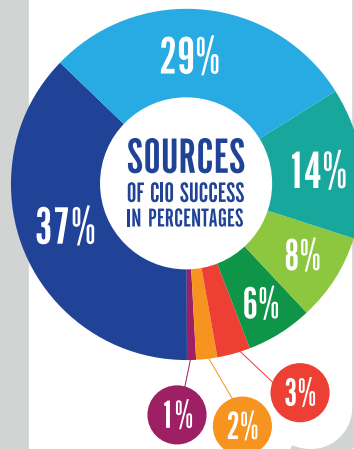
INSIGHTS, PRIORITIES AND CHANGING ROLES



THE WORLD'S
INFORMATION DOUBLES
EVERY TWO YEARS.

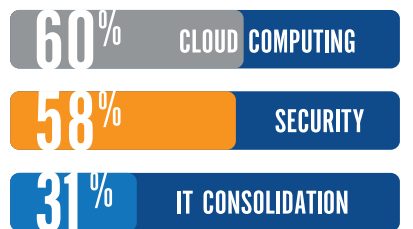


AMONG CURRENT CLOUD USERS,
84% SAID THEY REDUCED APPLICATION
COSTS BY MOVING TO THE CLOUD
CLOUD USERS SAVE AN AVERAGE OF 21% ANNUALLY.



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

5 CIO FOCUS AREAS

6.50 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

