



Gordon Flesch Company, Inc.

ERIC KINDSCHI

vCIO

Eric Kindschi describes his work history as solving a series of increasingly complex puzzles.

In high school and college, he was the guy everyone came to with computer problems. He turned that natural curiosity into a career, building technology solutions for everyone from a two-person startup to international corporations with thousands of employees.

Most recently, Eric led a small team that provided IT services to over 1,300 people in eight countries. He is excited to now bring that global perspective to help companies in his native Midwest.

“My job is to help clients make the most out of their IT budget.

I work with them to understand their current needs and collaborate on a roadmap to move toward where they want to be,” he says.

“I also serve as an advocate for them, coordinating with other providers to ensure we serve our common customer well.”

In his role as a vCIO, Eric regularly meets with clients to review the performance of their systems, determine how well those systems are being maintained and protected and to discuss any questions they may have about technology. With more than 20 years of experience, Eric has a deep empathy for his clients and brings a clarity of vision to help them move past their technical challenges.

“Communication facilitates understanding,” he says. “Having the greatest services is not enough if I can’t describe them in terms others can understand.”



FUN FACT #1

Eric hosts an annual weekend of networked computer gaming two times a year.

FUN FACT #2

Eric founded his high school newspaper and served as co-editor of his college paper.

FUN FACT #3

As a high school senior Eric led a group that dyed a friend’s cows for Easter using spray bottles filled with food coloring and water.

Bonus Fact: It takes A LOT of food coloring to dye a Holstein.

“Curiosity is critical in IT. If you don’t want to learn new things, or don’t want to discover how a customer uses technology, you should pick a new career.”

— Eric Kindschi, vCIO



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COMPANY, INC.
BUSINESS TECHNOLOGY. MANAGED.™

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ERIC'S CAREER TIMELINE

'96

Systems Engineer

~IT Services Company~

'05

IT Security Analyst

~Utility Company~

'08

Network Manager

~School District~

'10

Consultant

~IT Services Company~

'13

IT Services Manager

~Managed IT Service Provider~

'15

IT Service Delivery Manager

~Global Biotechnology Organization~

'17

vCIO – Managed IT Services

~Gordon Flesch Company~

TODAY'S vCIO



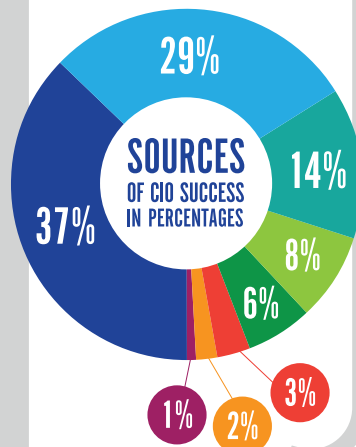
INSIGHTS, PRIORITIES AND CHANGING ROLES



THE WORLD'S
INFORMATION DOUBLES
EVERY TWO YEARS.

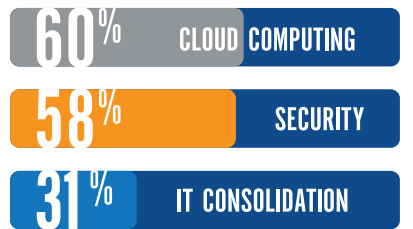


AMONG CURRENT CLOUD USERS,
84% SAID THEY REDUCED APPLICATION
COSTS BY MOVING TO THE CLOUD
CLOUD USERS SAVE AN AVERAGE OF 21% ANNUALLY.



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

