



Gordon Flesch Company, Inc.

DAVID EICHKORN

MANAGED IT SERVICES MANAGER
and vCIO

“Good listener, humble and intelligent—in that order,” said David Eichkorn, who certainly embodies these characteristics, on the types of people who make the best vCIOs. David has been with the Gordon Flesch Company for 13 years, starting out as a member of the Information Systems Team and moving on to become an asset within GFC Consulting as a vCIO and recently, Managed IT Services Manager.

“I work hand in hand with the client to understand their business goals and how we can use technology to accomplish them,” said David. “We are improving not only the operational aspect of a company’s technology—making sure the devices work efficiently—but also the way that technology is managed, to save our clients time and money.”

The real advantage of having a vCIO is they act as a strategic resource for the client, providing them with years of experience and expertise, both in IT and business.



FUN FACT #1

David was hired for a full-time Senior Systems Engineer position right out of high school in 1995.

FUN FACT #2

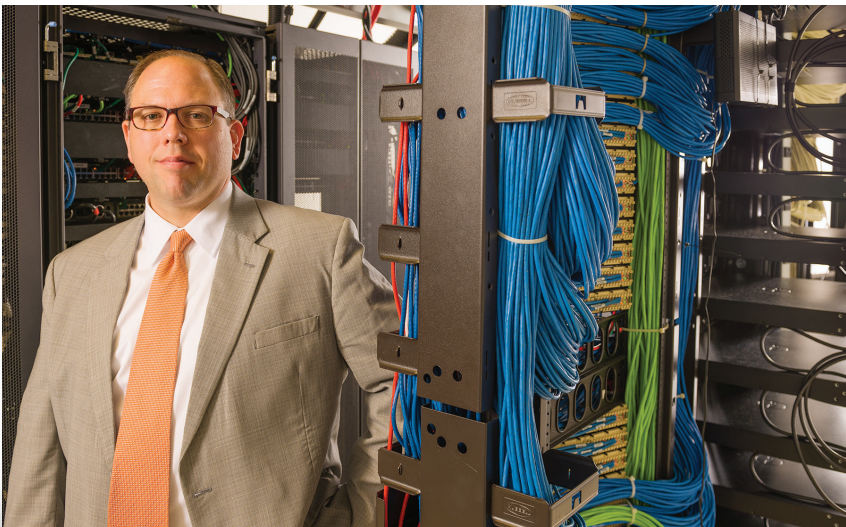
David spent several weeks in Zimbabwe in 1998, performing a physical site IT relocation of a satellite office for an internationally-based charitable foundation.

FUN FACT #3

David met his wife Mary, a former GFC Leasing employee, in 2005 while working on a software migration for that division of the Gordon Flesch Company.

“We are improving not only the company’s technology, but also the way it is managed.”

— David Eichkorn,
Managed IT Services Manager
and vCIO



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DAVID'S CAREER TIMELINE

'95

Senior Systems Engineer

-Midwest-based IT Firm-

'98

Network Administrator

-Wisconsin-based PC Manufacturer-

'01

Network Services Manager

-Wisconsin-based Music Publishing
Services Provider-

'03

Information Systems Supervisor

-Gordon Flesch Company-

'12

vCIO

-Gordon Flesch Company-

'16

Managed IT Services Manager

-Gordon Flesch Company-

TODAY'S vCIO



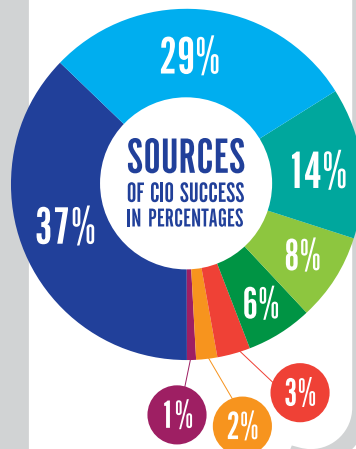
INSIGHTS, PRIORITIES AND CHANGING ROLES



THE WORLD'S
INFORMATION DOUBLES
EVERY TWO YEARS.

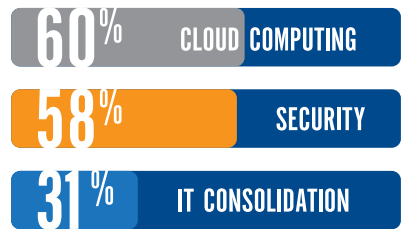


AMONG CURRENT CLOUD USERS,
84% SAID THEY REDUCED APPLICATION
COSTS BY MOVING TO THE CLOUD
CLOUD USERS SAVE AN AVERAGE OF 21% ANNUALLY.



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

6.03 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

