

CDW IT Monitor Trend Data

Wave 7 (November 10 - 17, 2008)

| | | Overall | Corporate | | | Overall Gov't | Government | | | |
|---|--|---------|-------------------|----------------|-------------------|---------------|------------------|-------|-------|---------|
| | | | Overall Corporate | 1-99 Employees | 100-999 Employees | | 1,000+ Employees | Local | State | Federal |
| Relationship to CIO | Respondent is CIO | 47% | 51% | 70% | 49% | 36% | 22% | 27% | 20% | 14% |
| | Same level or higher than CIO | 5% | 4% | 8% | 5% | 1% | 9% | 8% | 12% | 6% |
| | Report directly to the CIO | 15% | 14% | 15% | 16% | 13% | 15% | 18% | 13% | 12% |
| | One level of management between | 11% | 10% | 4% | 16% | 12% | 21% | 21% | 19% | 24% |
| | Two levels of management between | 11% | 10% | 1% | 11% | 18% | 15% | 9% | 19% | 21% |
| | More than two levels of management between | 11% | 10% | 1% | 4% | 20% | 18% | 17% | 18% | 23% |
| Internal IT issues | % of time currently spent (mean) | 45 | 43 | 34 | 50 | 47 | 56 | 60 | 54 | 51 |
| | % of time should spend (mean) | 42 | 41 | 32 | 48 | 45 | 51 | 52 | 51 | 51 |
| | Gap | 3 | 3 | 3 | 3 | 2 | 5 | 8 | 4 | 1 |
| Company-wide business strategy | % of time currently spent (mean) | 55 | 57 | 66 | 50 | 53 | 44 | 40 | 46 | 49 |
| | % of time should spend (mean) | 58 | 59 | 68 | 52 | 55 | 49 | 48 | 49 | 49 |
| | Gap | -3 | -3 | -3 | -3 | -2 | -5 | -8 | -4 | -1 |
| Current time spent | Spends less than half the time on business strategy | 31% | 28% | 16% | 37% | 33% | 51% | 57% | 48% | 43% |
| | Spends equal time on business strategy and IT issues | 23% | 23% | 20% | 22% | 27% | 16% | 16% | 18% | 16% |
| | Spends more time on business strategy | 47% | 49% | 64% | 41% | 40% | 33% | 27% | 35% | 41% |
| Time should spend | Less than half the time on business strategy | 24% | 22% | 12% | 31% | 27% | 41% | 42% | 43% | 38% |
| | Equal time on business strategy and IT issues | 27% | 27% | 23% | 29% | 30% | 24% | 23% | 23% | 26% |
| | More time on business strategy | 49% | 51% | 65% | 39% | 44% | 35% | 35% | 34% | 36% |
| Does the talent pool look large enough for hiring/replacing CIOs in 2008 | Yes, the talent pool is large enough | 71% | 71% | 63% | 73% | 76% | 64% | 65% | 63% | 62% |
| | No, the talent pool is not large enough | 29% | 29% | 37% | 27% | 24% | 36% | 35% | 37% | 38% |
| | Don't know (removed from percentages) | 24% | 23% | 34% | 21% | 16% | 28% | 32% | 29% | 15% |
| Formal succession plan | Yes | 39% | 41% | 15% | 46% | 63% | 28% | 20% | 27% | 49% |
| | No | 61% | 59% | 85% | 54% | 37% | 72% | 80% | 73% | 51% |
| | Not sure (removed from percentages) | 21% | 21% | 12% | 24% | 27% | 23% | 23% | 21% | 26% |
| Likely to be the next CIO | An executive from within | 72% | 76% | 74% | 75% | 78% | 45% | 39% | 48% | 54% |
| | An executive hired from outside the company | 28% | 24% | 26% | 25% | 22% | 55% | 61% | 52% | 46% |
| Effectiveness of company in attracting and retaining executive level IT talent | Very effective | 27% | 28% | 19% | 30% | 34% | 17% | 19% | 15% | 15% |
| | Somewhat effective | 33% | 33% | 21% | 42% | 39% | 30% | 26% | 36% | 29% |
| | Neutral | 31% | 31% | 51% | 19% | 20% | 29% | 34% | 20% | 35% |
| | Somewhat ineffective | 7% | 6% | 6% | 6% | 5% | 17% | 16% | 21% | 14% |
| | Very ineffective | 3% | 2% | 3% | 3% | 1% | 7% | 5% | 9% | 7% |
| Effectiveness of company in training and developing mid-level IT talent for executive IT positions | Very effective | 23% | 25% | 19% | 31% | 28% | 10% | 9% | 9% | 11% |
| | Somewhat effective | 34% | 35% | 23% | 39% | 43% | 30% | 27% | 30% | 37% |
| | Neutral | 29% | 29% | 49% | 18% | 18% | 27% | 31% | 22% | 27% |
| | Somewhat ineffective | 9% | 7% | 7% | 7% | 8% | 22% | 19% | 27% | 18% |
| | Very ineffective | 4% | 3% | 3% | 4% | 3% | 11% | 13% | 11% | 7% |