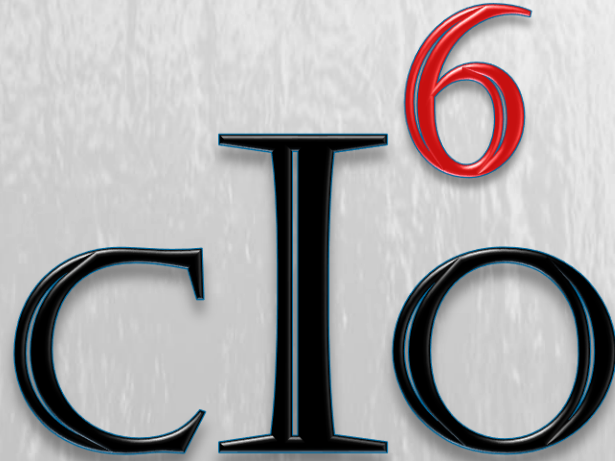




CIO PERSPECTIVES

FROM IDG

Regional Events for Senior IT Leaders



The Disruptive CIO:
Six Key Attributes for Successful
Innovators

Lynden Tennison, SVP & CIO
Union Pacific Corporation

1. INFORMED



- *Adjective*
 - Having or showing knowledge of a subject or situation.

1. INFORMED



- Leverage your team.
- Stay relevant (inside & out).
- “Information” in your title should be telling!
- Get out with your peers.

2. INTEGRATOR



- *Noun*
 - Combine one thing with another to form a whole.

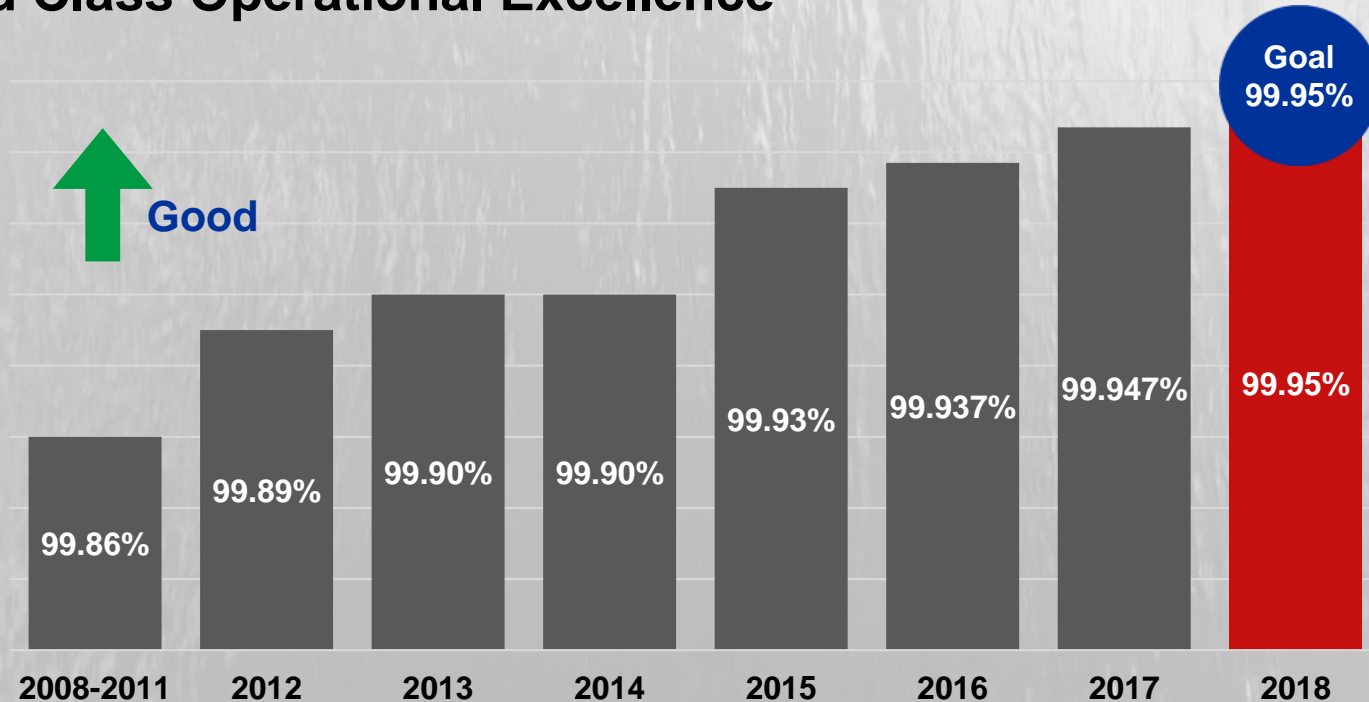
2. INTEGRATOR



- Operations are critical.
 - Daily score card
- Hook stuff up.
- Foundation of many CIO jobs.

CRITICAL SYSTEMS AVAILABILITY

World Class Operational Excellence



3. INNOVATOR



- *Noun*

- A person who introduces new methods, ideas or products.

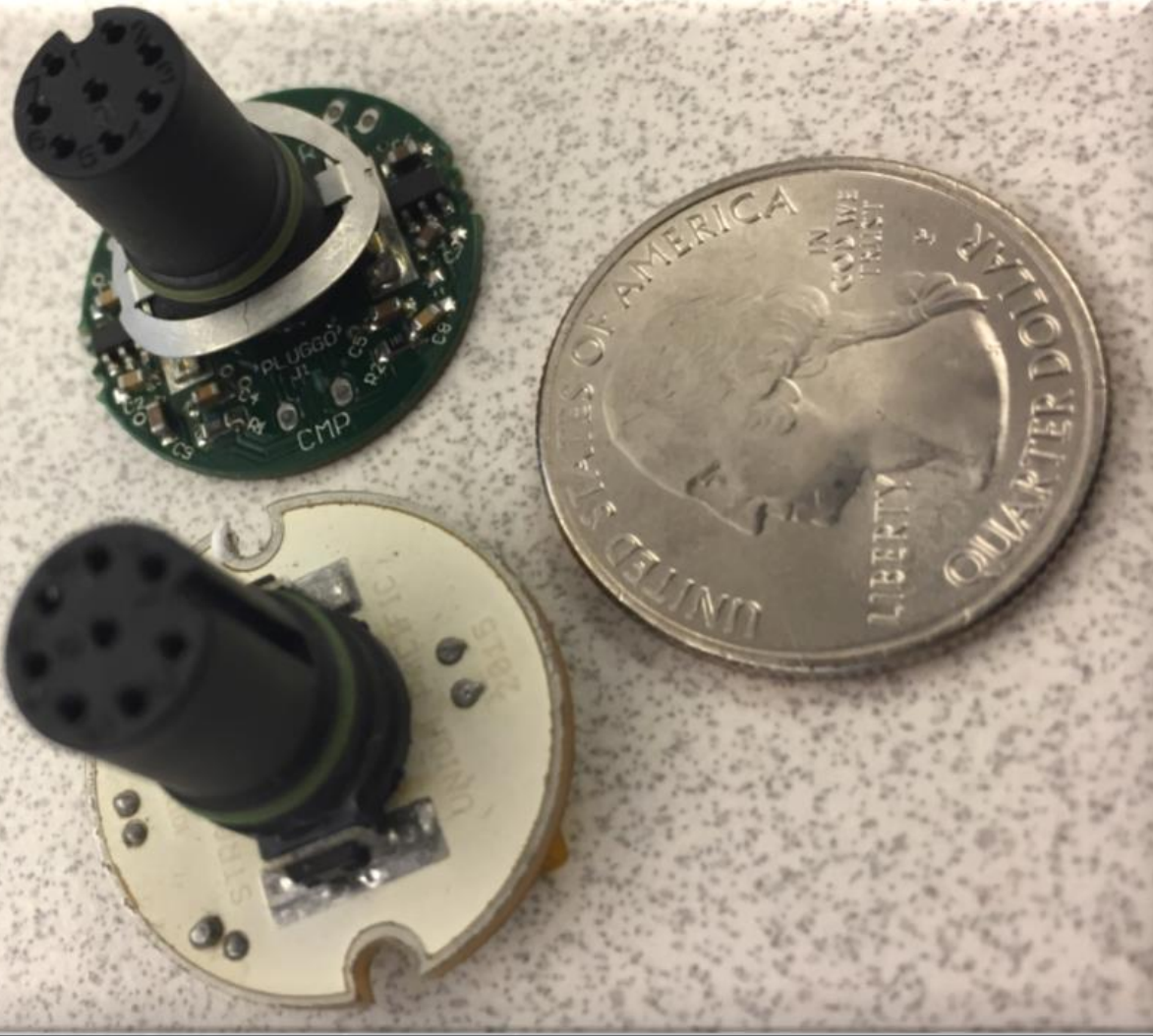
3. INNOVATOR



- Be the change!
- The art of the possible.
- Facilitate innovation.



Union Pacific Developed: SensorX



MACHINE VISION



4. INITIATOR



- *Noun*

- A person who identifies a need and then causes a process or action to address it.

4. INITIATOR



- Press for change.
- Challenge your peers.
- Invest in targeted R&D.

Simulation RCO Training



5. IMPLEMENTER



- *Noun*
 - Someone whose job is to put a plan or system into effect according to a definite plan or procedure.

5. IMPLEMENTER



- New technology = change management.
- Systems AND Process.

6. INVESTOR



- *Noun*

- A person or organization that puts money into financial schemes, property, etc. with the expectation of achieving a profit.

6. INVESTOR



- Financial mind – validate financial returns.
- Owner mentality NOT cost center mentality.
- Invest in talent.

FOCUS ON FINANCIAL RESULTS





Informed

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