

“Fractional IT Director”

Provision of Executive-level strategic technology advice and IT expertise on an “as-needed” basis

IT never sleeps ...

Despite the recent fall-out in the technology sector, the reliance of companies on IT continues to grow, and the facility for organisations to improve their productivity and working practices through the use of technology continues apace.

For many Small and Medium Enterprises (SMEs), including autonomous divisions of larger companies, their IT operations are not sufficiently complex to justify employing a full-time IT Director, with all the accompanying costs. However, the use of junior and medium level IT staff and external contractors / suppliers still leaves a “hole” in the provision of strategic technology advice, that only such experienced staff can bring.

The “Fractional Ownership” concept

Linksfield Technologies has recognised this need in the market, and has responded with an innovative approach that is proving highly attractive to such companies. By agreeing an average number of days each month where valuable technology input is required, we provide our clients with continuity of advice and support as part of their company’s team, serving their best interests. Clients thus gain access to specialist technical expertise as and when they need it, in an efficient, cost-effective manner.

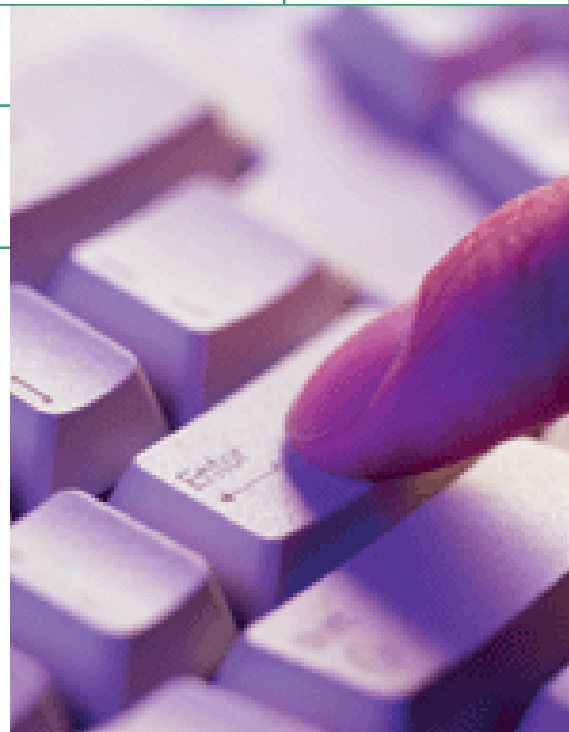
This unique approach has distinct advantages over other approaches that companies typically adopt to avoid hiring a full-time IT Director, including the use of an Interim executive, a part-time employee, a contractor or a traditional consulting company.

Areas of involvement

Areas where our clients typically rely on us for strategic technology advice include the following:

- developing a medium-term technology strategy (eg. building an IT roadmap)
- setting up third-party outsourcing relationships, and helping manage suppliers / partners
- assisting with the selection and / or appointment of vendors
- reviewing the technical cost base
- conducting technical due diligence reviews (eg. for acquisition, sale, etc.)
- advising on IT compliance issues (eg. Data Protection, RIPA)
- assistance with specifying technical roles / interviewing & hiring staff / staff reviews
- briefings on new developments in relevant technology areas
- problem solving and trouble shooting
- general advice on a range of technology issues (including network, connectivity, servers, desktops, suppliers, software vendors, platforms, etc.)

Advice is provided by highly accomplished Technology Managers who have extensive experience working at Board- and Executive-level roles.



“Linksfield have worked for us over the past 18 months, providing technology advice at the senior executive level. In that time, they have helped us formulate and deliver a robust technology strategy, which included a focus on execution and supplier management. They have consistently impressed us with their broad technical base, their professionalism and their commitment to excellence. We are delighted to now have a smoother, more reliable IT operation - from our infrastructure through to business applications - which has in turn led to associated time efficiencies and cost savings.”

Dennis Levine, Chief Executive

Burdale Financial Limited
(a WACHOVIA company)

About Linksfield Technologies

Founded in 1999, Linksfield Technologies is an independent IT consulting and services practice based in London. Its principals and team have the necessary blend of solid technology expertise, operational experience and commercial proficiency to advise organisations how best to make use of the constantly proliferating set of technologies, balancing efficiency with cost and value.

Our clients include include house-hold names in both the private and public sectors, including Bupa, Co-op, Debenhams, GE Life, IBM, NatWest, Thompson, Unisys, the Department for Education and Skills and the Home Office.



7th Floor, Northway House
1379 High Road, Whetstone
London, N20 9LP

Tel: +44 (0)20 8492 3570

Fax: +44 (0)870 429 2098

Email: info@linksfield.com

Web: www.linksfield.com