The View from the City

Information Professionals’ experiences of the credit crunch

ASA Conference 2010
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Agenda

• The Subjects
• The Questions
• The Answers
• The Themes
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The Subjects

Investment Banks
International Law Firms
Professional Services Firms
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The Questions

How have you coped with staff and budget cuts?
How has the role of your department changed?
How have the relationships with vendors changed?
What are your achievements and regrets?
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The Answers

Director and Partner level management:

Changes in perspective

Value and money
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The Answers

Information Services management:

Unbundling the big deals

Pay for what you use
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The Answers

Demand:

Less is more
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The Answers

Vendors:

Scratch my back …

Competition is good

Demonstrate usage and value
The Answers

Achievements and Regrets:

Profile

“Should’ve done more…”
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The Themes

Demonstrate value (everybody!)

Changing expectations and demands of BIS

Power of suppliers
Thank you!

richard.grove@prenax.co.uk

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