

Top 10 CIO Conversations That Should Not Happen...

But Do!

Note: These are based on real stories!

Number 10 – Agility!!!

CLOUD SERVICES VENDOR

What is your plan for the use of the cloud?

CIO

We don't have a plan.

We don't want one either.

We just need to be agile right now and you need to help us do that.

Number 9 – Windfall

CIO

Hey, what do you think about "overbilling"
and sharing the windfall?

(An awkward pause settles in)

CIO

Just kidding

(Nervous laughter by CIO and vendor)

CIO

(Quiet, but not yet a whisper)

I mean, unless you do that kind of thing...

Number 8 – Your Product is Worthless

VENDOR

This product won't work without Active Directory and, unfortunately, you only have eDirectory.

CIO

That's fine. I want it anyway.

(A few weeks later)

CIO

What the hell! We can't get this product working. It is worthless.

Number 7 – Requirements Gathering

VENDOR

Before we design this VDI solution for you, what are your VDI requirements?

CIO

(Goes to Wikipedia entry on VDI.
Copy. Paste. Email)

Number 6 – News Flash

CIO

I need an "all flash array"

VENDOR

We worked with your engineers and it turns out you don't need a flash array

CIO

Sounds good. Let's evaluate 3 or 4 of them.

VENDOR AND CIO TEAMS

(Evaluate 3 or 4 flash arrays for weeks)

CIO

I want to buy this one.

VENDOR

I recommend you not buy this.

(3 weeks later)

CIO

This damn flash array doesn't work for us!

Number 5 – Bad to the Bones

CIO

(To his team)

Yeah, go ahead and cut a PO to Vendor X.

(Later that night at Bones)

VENDOR A

Thanks so much for meeting me for dinner to talk about our upcoming purchase

CIO

No problem. I'm looking forward to a great meal.

Number 4 – Quid Pro More

CIO

We are not in a "quid pro quo" relationship.

It's more of a "you give and I take" kind of relationship.

Number 3 – False Start Date

(In meeting with CIO's company executives)

CIO

That's wonderful. We're ready to go and we need you to move fast. The start date will be March 15.

(Getting close to March 15)

VENDOR

Alright, we have ramped up our people and we're ready to start on March 15.

CIO

March 15? Where did that come from? I never agreed to that start date!

Number 2 – Parking Lot Meeting

CIO

(In a meeting follow-up call)

I'm just happy to know that your software runs on Windows.

VENDOR

Oh, there must be some confusion. In the meeting I indicated that we did not support Windows.

CIO

Wait. I was in that meeting and I heard it.

VENDOR

I don't think anyone said that. I apologize for the miscommunication.

CIO

I heard it. ARE YOU CALLING ME A LIAR! You want to call me a liar? Then, come over here and meet me in the parking lot and call me a liar to my face so I can whoop your ass.

Number 1 – Assets

MALE VENDOR

Unfortunately, Susie has left our company.
I'm your new account exec.

CIO

Ouch. I just don't think you have what it
takes to manage this account.

MALE VENDOR

Why is that? I have a great deal of
experience and all of my other accounts are
delighted.

CIO

Well, let's just say you don't have the
right "ass"ets

(making air quotes with his hands)