

## **J. Weiland, Slice & Co. Warns CEOs About Four Pitfalls When Transforming Business Processes to Effectively Leverage Increased IT Spending**

*IT spending is trending upward. However, a striking disconnect exists between IT goals and the business processes necessary to meet those goals. The business transformation experts at J. Weiland, Slice & Co. warn CEOs about four pitfalls to avoid if the company wishes to leverage increased IT improvements.*

Charlotte, North Carolina ([PRWEB](#)) May 23, 2012 -- IT spending priorities are up. Nonetheless, a marked disconnect exists between IT goals and the business processes required to meet those goals. Quite simply, money will be wasted unless the CEO realizes that business procedures must be transformed first in order to effectively leverage IT. To ensure success, four pitfalls must be avoided, according to business process management experts at [J. Weiland, Slice & Co.](#)

The first pitfall is trying to transform business processes based on little or no knowledge of industry best practices. Without this knowledge, the leadership will have no compass or road map to guide the company's business changes.

The second pitfall is to task inexperienced leadership with the identification and transformation of critical business processes. Selecting a small project and assigning specific employees to design, build and implement a solution to an identified gap should alleviate this problem by helping the company leadership gain the much needed expertise.

The third pitfall is not having the right tools to pinpoint if the business process is a success or failure. In other words, a [scoreboard or gauge](#) needs to be in place with particular measurements that tell the company if what they are trying to fix is working. If the goal of the company's new IT solution and transformed business processes is trying to improve cash flow, the gauge should show the following: DSO (days sales outstanding), unbilled AR (accounts receivable) and receivables over 90 days. This gauge would be reviewed monthly by the CEO and his leadership team in order to monitor progress.

The fourth pitfall is the lack of commitment by the CEO and his leadership team. In fact, this factor is key to the success of any company's business transformation, reports Jim Weiland, Principal of J. Weiland, Slice & Co. and a [global business transformation expert](#).

"In our experience, if the CEO has not chosen himself or a member of his senior leadership team to sponsor, review and monitor the transformation of the company," reports Jim Weiland, "the transformation will not happen."

Without transforming business practices to match the company's IT goals, CEOs cannot expect that any marked increase in IT spending will necessarily be deemed a wise investment.

About J. Weiland, Slice & Co., LLC:

J. Weiland, Slice & Co., LLC, specializes in best practices in business transformation, targeting small to mid-market companies driven by volatile market forces to seek optimal business operations. Co-founder Jim Weiland and his team of experts are ex-IBM project executives with a diversity of [worldwide management and consulting experience](#). As consultants, they help companies in need of Fortune 500 expertise but without the



resources of a large corporation. The company is based in Charlotte, North Carolina, with consultants in Canada, Latin America and United States. Website is <http://www.jweilandslice.com>

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