

CIOs Are Measured by Business Outcomes, Not Projects



The June 2012 Special Issue on Operations Leadership from the *Data Center Management Magazine* quotes Justin Cerilli on communicating with CIOs.

"CIOs are measured by business outcomes, not projects," notes Justin Cerilli, co-leader of the financial technology practice at executive search firm Russell Reynolds Associates' New York office. "As they sit at the executive table, they have to integrate an understanding of the customer with a multi-channel business strategy, using IT technology to advance the organization's goals. They have to think strategically."

Read the full article on Afcomservices.com.