

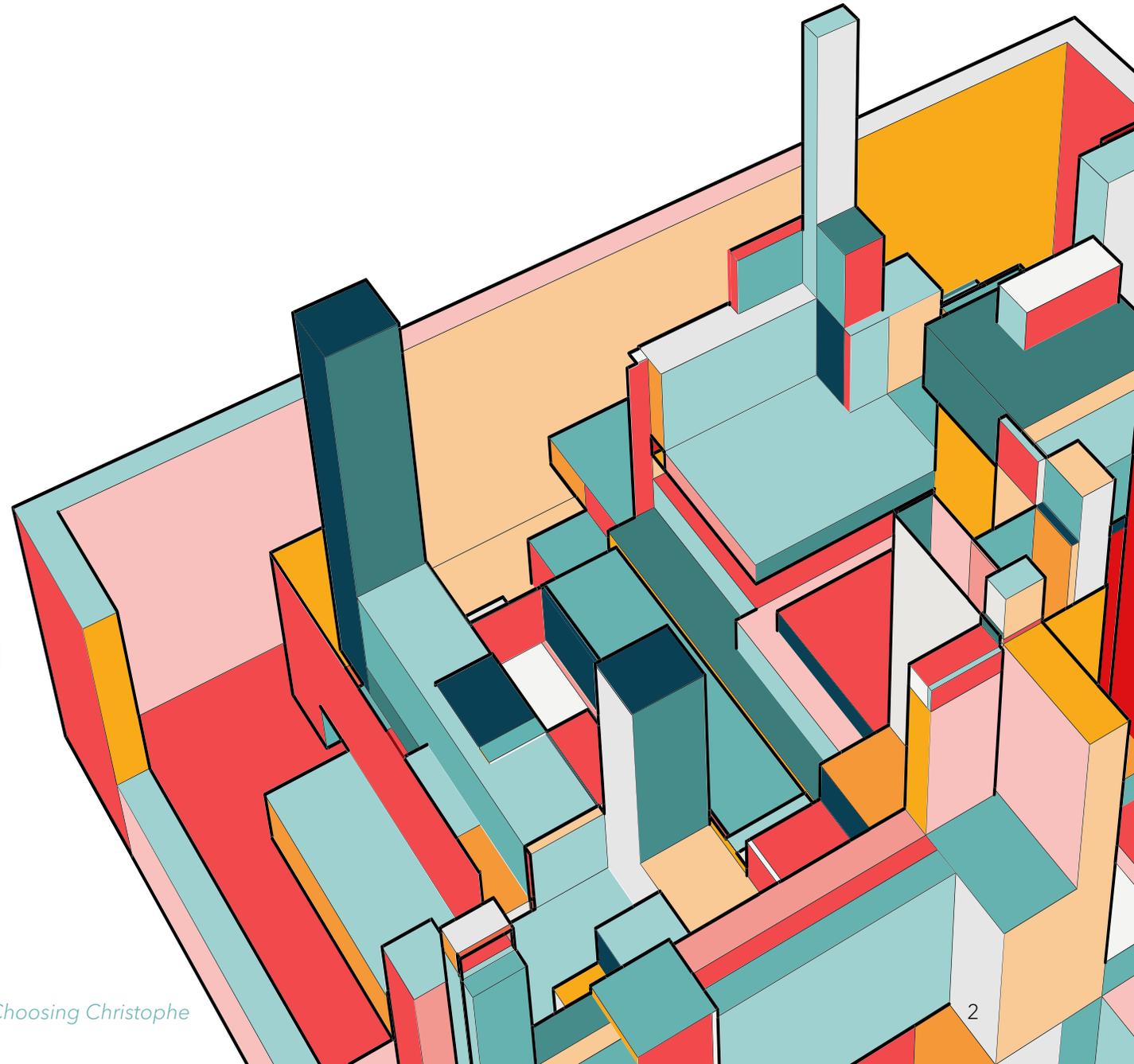
CHOOSING CHRISTOPHE

By Christophe Demangeot

<https://christophe.digital>

ABOUT ME

As an **outcome focused**, strategically aligned **digital leader**, I thrive in working to achieve the unexpected through the delivery of **innovative and technologically advanced visions and strategies**. I lead by example, inspiring others to achieve **excellent standards** in client delivery, whilst supporting them to accomplish individual and professional career goals to realise their own **professional potential**. My inquisitive nature and my ferocious appetite for **digital innovation** through IT transformation and Enterprise Architecture, ensures I advocate technology as a **key strategic business partner** to support the overall success of an organisation. As a developer at heart, I remain a fully hands-on coder, learning **best by trying**, to validate my advice is practical, can be achieved, and delivered.



WHY CHRISTOPHE?



My Strengths



What I am and
what I am offering



What I am not and
what I will not do

MY STRENGTHS

An inquisitive and creative mind

Curiosity leads to exploration, which leads to discovery, which leads to learning. The more tools are in my toolbox, the more creative I can become.

Rethinking the game

If you don't like the game, don't stop playing, see to change the rules. As a philosophy, it helps me rethink how to approach a challenge and often come up with a better outcome.

A focus on success

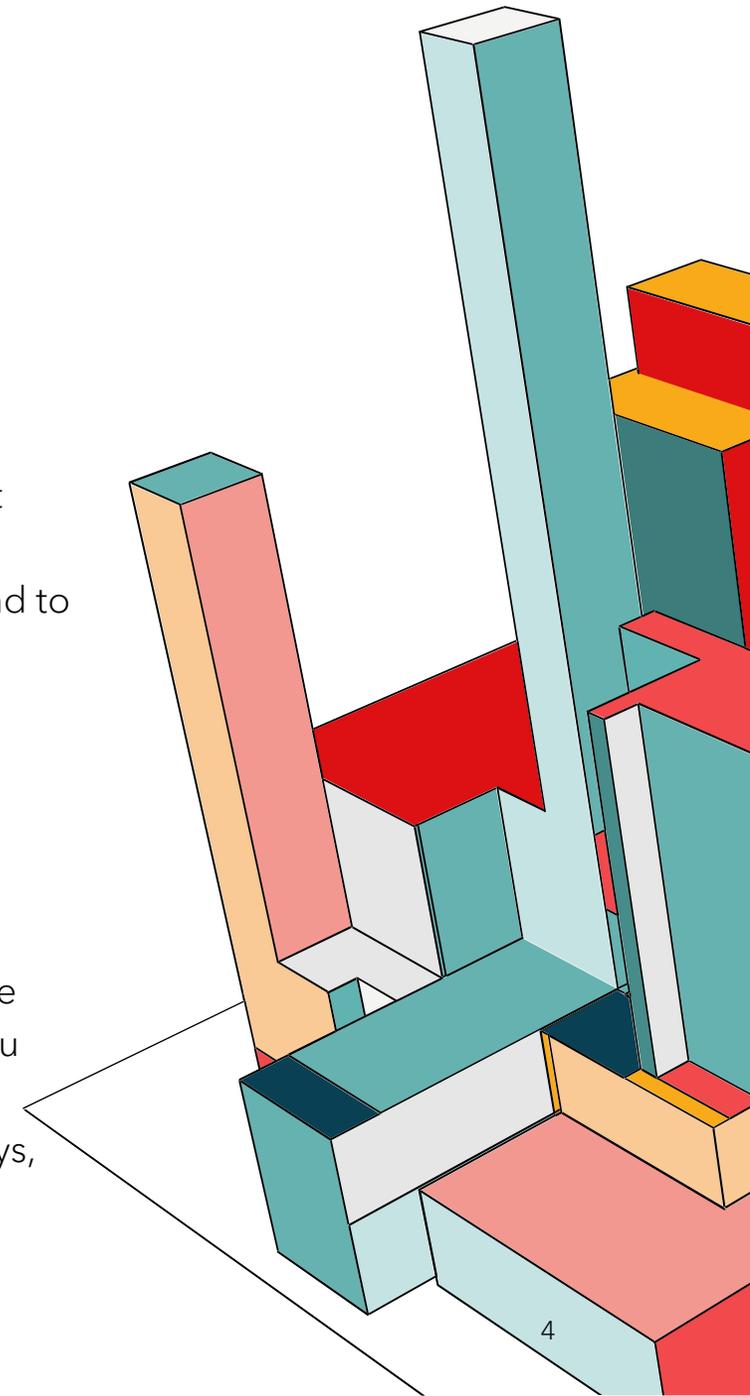
We are a business, not a charity. As such, we must focus on (y)our commercial success, supported by an appetite for excellence in delivery and services.

Confidence, not arrogance

With over 25 years experience in very varied industries, I have acquired a wealth of insight and knowledge in delivering technology projects. I share and apply; yet I never pretend to know it all or to be better than you.

What you see if what you get

I aim to avoid grey areas, I am an extravert, I push boundaries, I have crazy ideas, I love to share, I always support my organisation, I give credits where it's due, I will let you know if you can do better, I support your development, I know that I have still a lot to learn, and I always, **always give my best!**



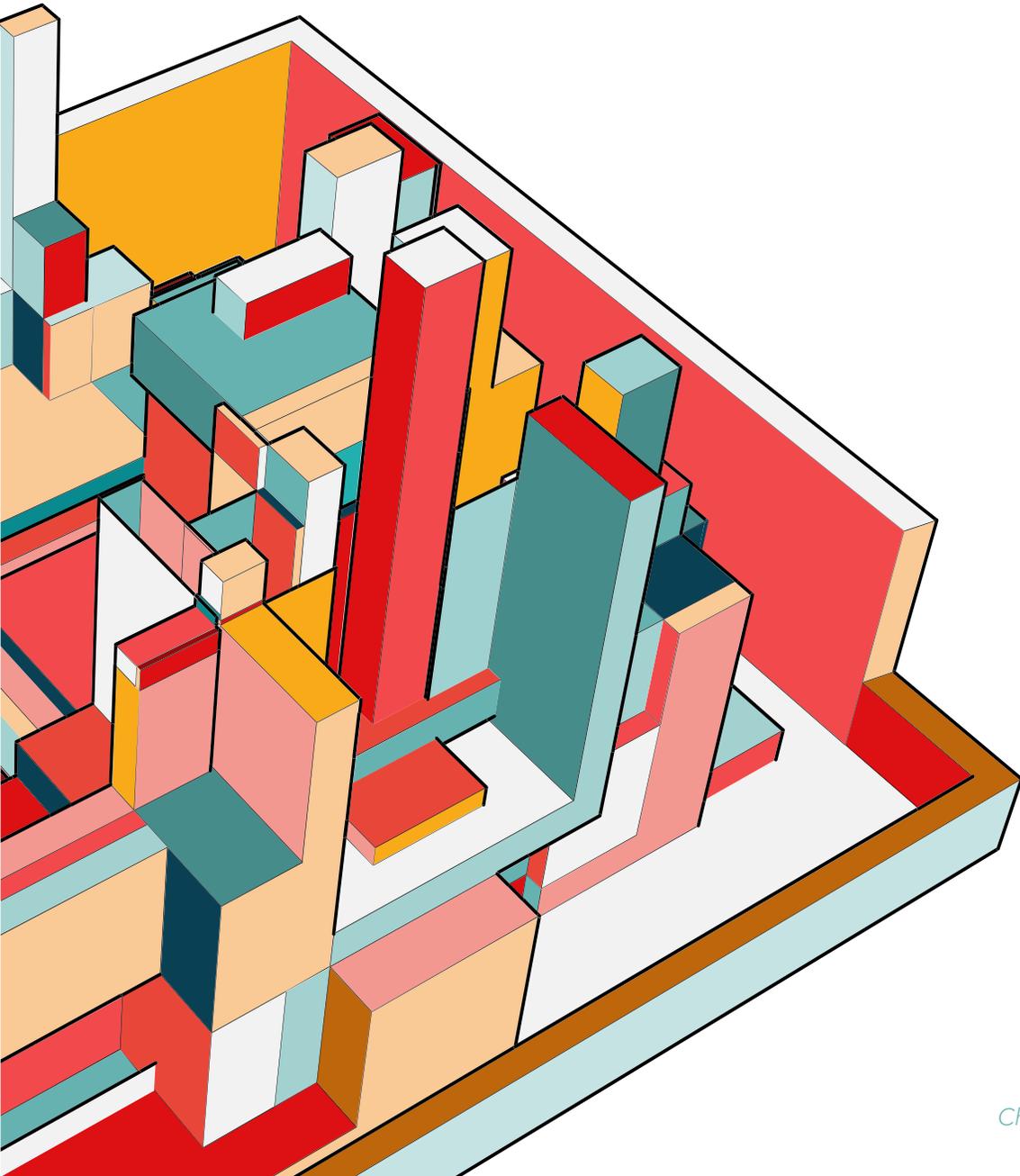
WHAT YOU GET

What I am

- An experienced consultant
- An inquisitive technologist
- An engaged leader
- A dedicated mentor
- A curious creative mind
- An ambitious extravert, always keen to share

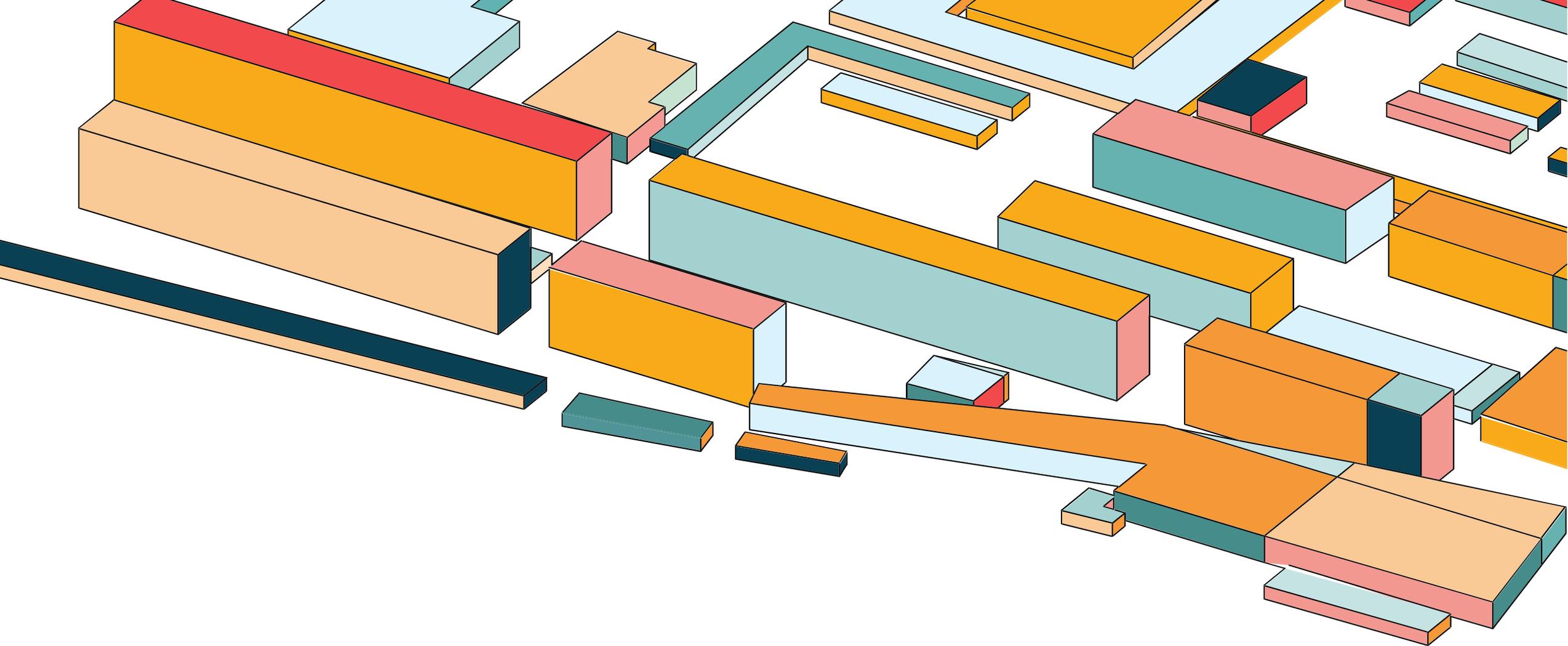
What I am offering

- Deep industry knowledge
- A wealth of professional connections
- Integrity and transparency
- Full accountability and responsibility
- Complete dedication to the success of (y)our business
- **And if you play your cards well, the last and most productive 10 years of my professional life**



WHAT I WILL NOT DO

- Focus on my personal agenda
- Want your job or play politics
- Ask for recognition without evidence
- Give less than my best at all times
- Stay silent if I disagree
- Hold grudges
- Undermine you
- Support unwarranted recognition
- Deny my knowledge or support
- Accept constant over time
- Favour work over family and personal matters
- Accept micro-management (there is always a better way!)



IN RETURN ...

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WHAT I WANT AND EXPECT

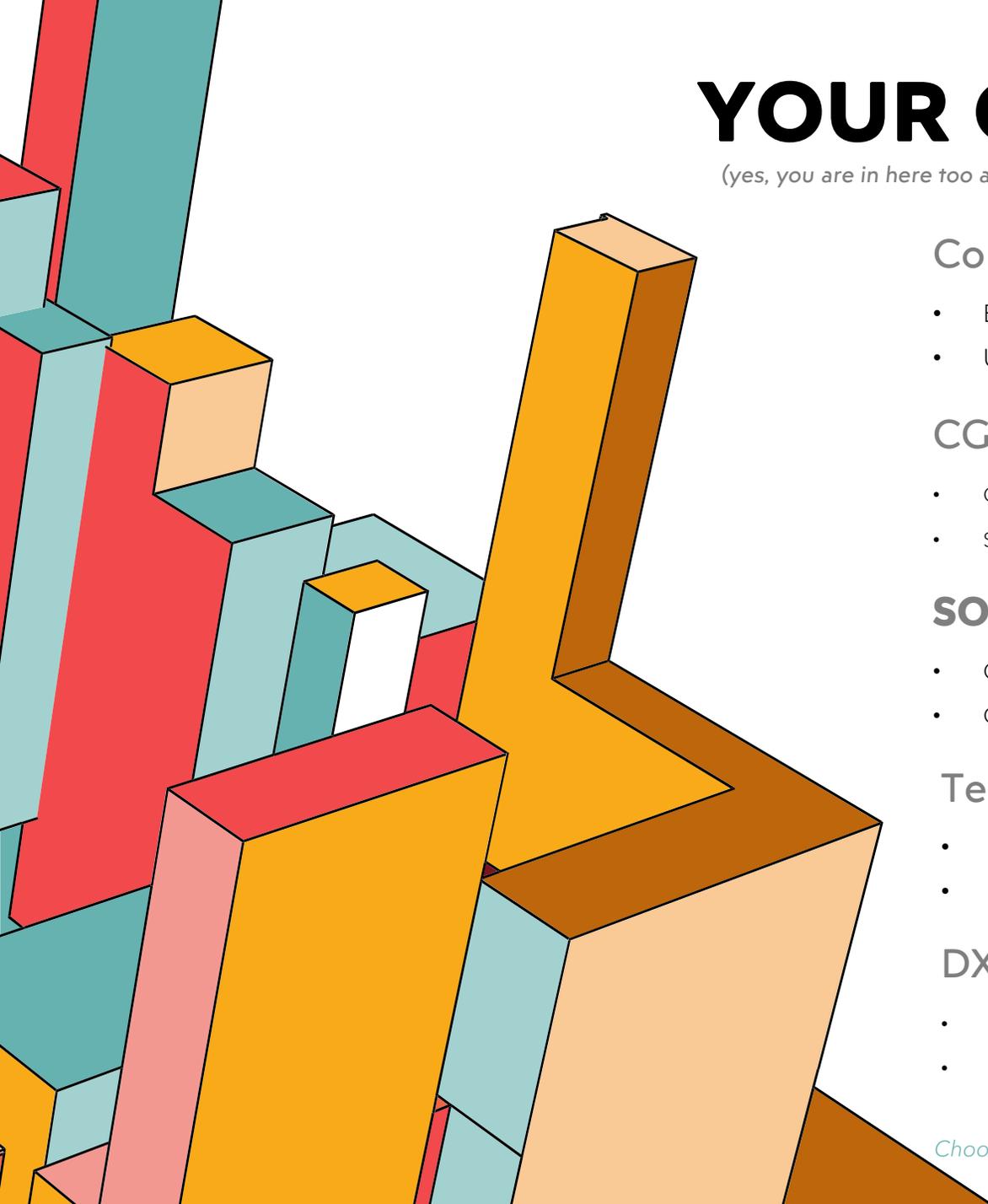
As an employee

- A great work life balance with flexible work locations, based on deliverables not hours worked at a desk (*)
- Recognition, and be rewarded accordingly
- A commitment to continue developing my skills
- Exciting and interesting challenges
- Freedom to experiment (*)

(*) Of course, I fully understand that this is always balanced with the need to be profitable and service our client expectations

As a business resource

- A seat at the table to be able to influence the direction of (y)our business
- Explore creative opportunities, fail fast, to succeed extraordinarily
- No politics, no bullshit
- Extensive industry connection
- **Be sold at the right price** for the value provided



YOUR COMPETITION

(yes, you are in here too as a point of comparison)

Contractor lifestyle

- Excellent salary; no extra duties; focus on single customer; minimal responsibilities
- Uncertain work life balance; limited decision power; fixed term; no professional development

CGI Australia

- Competitive salary; international support; large projects; large MS footprint; good professional development
- Slow adoption; heavy engagement process; lack of recognition in Australia; limited influence on business direction

SOCO

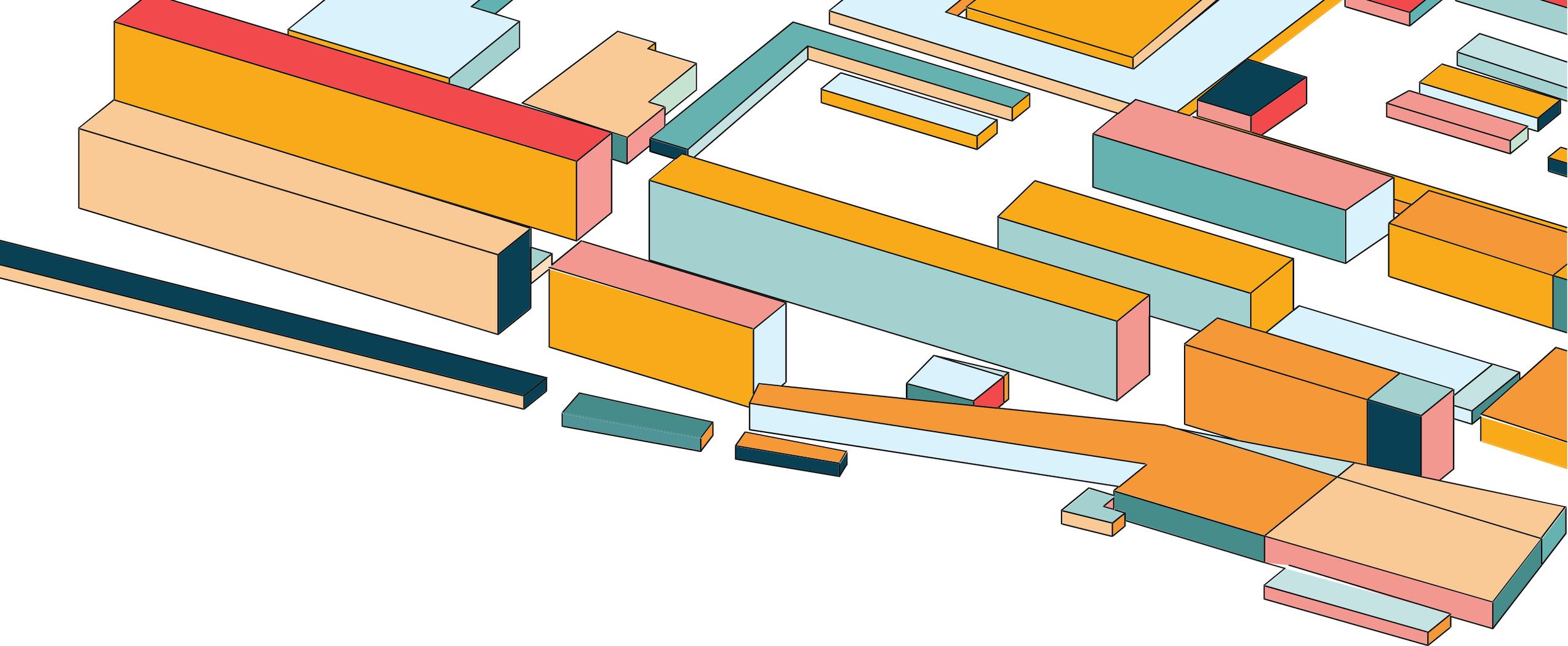
- Competitive salary; great work life balance; growing company; influence on business direction
- Growing pains; professional development on personal time; limited funding for internal investments

Telstra Purple

- Great work life balance; excellent benefits; large stable organisation; excellent professional growth
- Not so competitive salary; lack of service diversity; limited influence on company direction

DXC Technology

- Competitive salary; virtual first organisation (100% WFH); expanding organisation; ability to move across service lines
- High staff turnover; fragmented organisation; merger pain points; limited professional development



LET'S MOVE FORWARD?

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MY TAKE ON SOCO GROWTH STRATEGY

3 business development concepts for the next stage of SOCO's business growth

New Technology Services

(high risk for high return)

- Cyber Security services/ Security Operations Centre (SOC)
- Blockchain practice
- Data/ AI/ ML practice

EA as a Service

(medium risk for long-term partnerships)

- A true Enterprise Architecture capability as a service
- Ability to influence as the Trusted Advisor

Strategic Tech. Consulting

(low risk for medium-term engagement)

- Engagement at the CxO level providing influence
- Supports business development activities
- Requires internal investment

MY TAKE ON SOCO GROWTH STRATEGY

With a new approach to delivering business

The 5-days packages

(low commitment foot in the door)

- Technology Strategy Workshop to develop a high-level roadmap
- Prototype building for a targeted use case
- R&D engagement for new technology adoption

The right toolkit

(internal investment for future return)

- Develop a repeatable approach to the 5-days packages
- Continuous review of internal processes, deliverables and tooling
- Internal training capability

The right partnerships

(building the right service ecosystem)

- Actively drive the Microsoft Partnership
- Identify key partners to be able to deliver extended services
- Develop a pool of trusted partners to augment business development activities

THANK YOU

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