



IT Management and Governance

Maximize Return on IT



Niku Corporation: Strength & Leadership

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Strength

- **Financially Strong**
 - Profitable
 - Healthy Balance Sheet
 - \$40+ Million Annual Revenues
 - NASDAQ: NIKU
- **Trusted Business Partner**
 - Professional Services: comprehensive
 - Support: worldwide
 - Training: on-line
- **Global 2000 Proven**
 - 14 Offices In Five Countries
 - Multi-Locale, Globally Deployable Software

Leadership

- **Leading Analysts Agree**
 - Leader: Gartner Magic Quadrant
 - 2003
 - 2002
 - Leader: METAspectrum
 - 2004
 - 2003
- **Niku's Flagship Solution**
 - 250+ Customers
 - 250,000+ Users

Key Takeaways: IT Management and Governance

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- IT-MG: a systematic approach to maximizing return on IT investment
- IT-MG: requires a backbone system capable of supporting the full IT lifecycle
- IT-MG: accomplished through a continuous, integrated process



- **What does it mean to run IT like a business?**



- **Manage and govern what every business must:**
 - People
 - Money
 - Commitments



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Thank You

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