THE ROLES OF INFORMATION TECHNOLOGY TODAY
For Starters, who am I? 
A serial entrepreneur or an aimless businessman – you decide
In the past I have:
• Started and sold SCG (to CTP), an IT consulting firm
• Started and sold Adjoined (to Cap), another IT consulting firm
• Wrote the book “Business is a Contact Sport” and founded RAM Consulting
• Started a mortgage bank (also sold)
• Bought and Sold P&O Packaging, a plastics company
• Bought and sold 3 hotels
• Started and sold a Nutritional Supplements Company (my personal Waterloo)
• Worked with Rocket Wagon in the IoT space
• Worked with GSD Venture studios in the AI space
• Worked with MedSys Health in the Remote Patient Monitoring space
• But best of all, I started and for 4 years ran the best happy hour place in Miami’s history (Firehouse IV)….what you do when you have non-compete agreements
But that is not the end of the story.....
The latest Venture: Stat-EI

Stat-EI was founded to take 7 innovative renewable energy patents to market.

The technologies contained in these patents address many of the current challenges to the adoption of renewable energy solutions. These are:

• Technologies to transfer energy to Electronic Vehicles without wires (WPT), both static and dynamic. Dynamic charging will eliminate “range anxiety”

• Technologies to make the generation of renewable energy microgrids smart. These Artificial Intelligence (ML) based systems accurately predict and manage this energy source. “Smart” microgrids are a true “game changer” and create a level of efficiency and resiliency that does not exist in today’s market.
But now for the reason we are all here, the changing role of Information technology in organizations.

In the "old" days, IT was a follower, sort of like a skier (IT) behind a boat (organization tactical and strategic direction)– The Ryder Systems example.

Today, IT is another motor to help propel the boat forward - The Plaza Construction example.

But this shift in the role of IT from follower to leader, while critical for organizational success, is not widely understood and even more difficult to implement.

Why?
The new “IT” and the new “Functional User” require a very different set of skills from those of the past.

The new IT employee has to understand current and upcoming technologies and be capable of combining these with an understanding of business functions to impact positive change on the organization.

The new Functional User needs to have a more in-depth understanding of cutting-edge technologies and be able to assess how these can positively affect the business.

And now for the challenge....
These individuals are a bit like unicorns and once found and hired, very difficult to retain or actualize.
In Conclusion, IT today needs to leverage technology to become a driver of positive change in all areas of the business such as:

• improving current functions
• recommend and help implement new revenue generating opportunities
• Improve the manufacturing process
• Optimize the use of all organizational assets
• Creatively support the sales and marketing processes – the Southern Wine and Spirits story
• Assist in the creation of a safer work environment
• And more.....

Note: A lot of this change is driven by the new opportunities created by the arrival of “The Internet of Everything”
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