



An Experienced Technology Advocate Working In Your Best Interests

Independent Technology Advisor Services

Helping business and nonprofit leaders make informed technology decisions, oversee technology providers, and reduce risk without the cost of a full-time technology executive.

Does Any of This Sound Familiar?

- Your MSP is making recommendations, but you need an independent opinion before making a decision.
 - Technology decisions are becoming increasingly complex, and you want a trusted advisor available when questions arise.
 - Technology vendors are presenting solutions, but you need someone who represents your interests.
 - You want greater visibility into technology spending, priorities, and risks.
 - You want greater accountability from technology providers and vendors.
 - Leadership wants confidence that technology decisions are aligned with organizational goals.
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How I Can Help

- **Trusted Technology Advisor**
Provide independent guidance on technology decisions, projects, vendors, and investments.
 - **MSP & Vendor Oversight**
Review recommendations, contracts, service performance, and strategic direction.
 - **Technology Governance**
Help establish accountability, planning, priorities, and decision-making processes.
 - **Executive & Board Advisory**
Provide leadership teams and boards with clear, practical technology guidance.
 - **Quarterly Technology Reviews**
Review technology initiatives, risks, budgets, vendor performance, and future priorities.
 - **Technology Investment Guidance**
Assist leadership in understanding technology spending and investment priorities.
 - **Risk & Cybersecurity Oversight**
Help leadership understand technology and cybersecurity risks without becoming security auditors.
 - **Technology Planning Support**
Provide ongoing input into technology priorities and future direction
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What You Will Gain

- An experienced technology advisor on your side
- Independent guidance free from vendor influence
- Greater confidence in technology decisions
- Improved oversight of technology providers
- Better visibility into technology risks
- Stronger alignment between business goals and technology investments
- Experienced technology guidance without adding internal staff



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Common Engagements

- Quarterly Technology Reviews
- MSP Oversight & Guidance
- Vendor Proposal Reviews
- Technology Budget & Planning Reviews
- Executive Leadership Advisory
- Board Technology Briefings
- Technology Risk Reviews

Why Work With Me?

- More than 35 years of technology leadership experience
- Served as a CIO, CTO, VP of Information Technology, and technology consulting executive
- Global leadership experience across North America, Europe, and Asia-Pacific
- Experience supporting organizations ranging from small businesses to international enterprises
- Led technology organizations of more than 100 professionals with responsibility for strategy, operations, cybersecurity, budgets, and business outcomes.
- Practical business-focused advice, not theoretical consulting recommendations
- Proven history of stabilizing and modernizing complex technology environments
- **Independent advice** focused on your organization's interests rather than vendor sales objectives.

Two Principles That Have Guided My Career

- Do what it takes to get the job done.
- Treat others like you want to be treated.

These principles were taught to me early in my career by H. Ross Perot and have guided my leadership approach ever since.

My Promise

My role is to represent your interests—not those of vendors, service providers, or technology sales organizations. I will provide practical, independent guidance that helps your organization make informed decisions, reduce risk, and gain greater value from its technology investments.

Let's Talk

Whether you need ongoing technology oversight, guidance on an important decision, or an independent advocate to help oversee technology providers and vendors, I'd be happy to discuss how I can help.

Ed Carnes, MBA
Carnes Group LLC