

## Speaker Presentation Profile

### 1. PRESENTER'S INFORMATION

FULL NAME	Ken Karvis		
DESIGNATION	CEO		
COMPANY	JIKA AFRICA		
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### 2. PRESENTER'S BACKGROUND

Ken has been involved in the South African IT industry for 35 years. He has been a CIO for many of them and has been CIO for major companies such as Momentum Life, Anglo Platinum, Multichoice and was most recently known for his CIO role at SARS.

Ken has become known as 'MR FIX IT' in the industry and has a number of unique achievements – he has not been scared to do things differently. He has been recognized with a number of awards the most impressive being the ICT LEADERSHIP award presented in 2004.

Ken is a popular presenter and has also presented to over 5000 people in Cannes at a European user group. He is known to bring humour and a directness in his message.

### 3. TITLE/TOPIC OF PRESENTATION

**The supplier-CIO relationship: Why it's so tough from both sides**

### 4. PRESENTATION SYNOPSIS/ABSTRACT

*Brief summary of content and focus of the presentation:*

The CIO has to deal with a multitude of suppliers, all claiming to have the ultimate solution. What is it really like dealing with suppliers from the CIO perspective and how can suppliers make the life of the CIO easier? And if you think it's tough for the CIO, wait till you see it from a supplier perspective! How can CIOs make it easier for suppliers to do business with the organisation? A unique view from both sides of the fence!

*Key points for discussion include:*

- Key tips for suppliers in dealing with CIO's
- Key tips for CIO's when dealing with suppliers