



[Interview] Part 5: Allen Atwell - Roadblocks in Business, Top Technology Issues, Trends

In this blog series, I have an exclusive interview with **Allen Atwell**, a top international IT expert and authority, a leading senior executive and the Chief Technology Officer at MessageLabs.

Enjoy!

Stephen Ibaraki, **FCIPS, I.S.P., MVP**



Q6: In your view, what are the most serious roadblocks for businesses and what are their solutions?

A:

- **Roadblock 1:** People who are afraid to ask questions
Solution: Such people need to be constantly stimulated and challenged with new projects
- **Roadblock 2:** Management losing contact with employees
Solution: An office culture that encourages management of employee interaction through structure and strategy
- **Roadblock 3:** Failure to localize business
Solution: Learn the regional customs, language, laws and industry standards and adapt the business accordingly
- **Roadblock 4:** Assuming competition exists internally
Solution: Look outside the four walls of the business and study the industry. Become familiar with all industry players and learn how to identify potential competition.

Q7: What are some of the top technology issues presently facing business and how do you propose they can be solved?

A:

- **Issue 1:** Network latency in geographically remote locations
Solution: Correct positioning of infrastructure in the field for optimal performance
- **Issue 2:** Heat required in data centers
Solution: Reduce the footprint and number of machines in use with new technology

Q8: Provide your predictions of future IT/Business trends and their implications/opportunities?

A:

- **Trend 1:** Managed services will become standard
Implication/opportunities: This will allow all businesses to focus on their core competencies to become more profitable
- **Trend 2:** Cost of Ownership will become a priority
Implication/opportunities: CFOs will become more involved in making investments in tandem with the CIO
- **Trend 3:** Management by SLAs will increase in popularity
Implication/opportunities: Decisions will no longer be made on price alone. Customers will be prepared to pay

Recent Posts

[Interview with Miller, Educational Thought Leader at C Systems](#)

[Calling London That Is](#)

[Even With the Intentions](#)

[Podcast Interview with International Renowned Futurist, Dr. Canton](#)

[Talking to M Slofstra about Wrong with I](#)

Tags

[Access 2007](#)

[Cole Ball Jeans](#)

[Biz Care](#)

[CC Blog: Down ci](#)

[Collaboration](#)

[David Ca](#)

[Dunkerley](#)

[Spencer](#)

[Download](#)

[EnergizeIT](#)

[Graham](#)

[Guest Bl](#)

[Industry](#)

[Perspect](#)

[Interview](#)

[Alignment](#)

[Manager](#)

more if the service provider exceeds expectations

Posted: Friday, July 06, 2007 8:00 AM by [cdnitmgr](#)

Filed under: [Stephen Ibaraki](#), [Interviews](#)

Comments

No Comments

New Comments to this post are disabled

Interview Manager Series

[Ja](#)
[Hutchinson](#)

[Licensing](#) [Liv](#)
[Mitch Tulloc](#)

News [Nex](#)

[Partners](#) [Pc](#)

Ruth Mo

Sean O'Dr

[Security](#) [Sf](#)

[Software Dep](#)

Stephen

[System Cente](#)

[Utilities](#) **Tra**

[Matison](#) [Vir](#)

[Vista](#) [Window](#)

Wireless

Technolo

[in Technolo](#)

News



These post
provided "A"
warranties, i
rights. You a
for your use

» **Blogs that**

 **Technora**

**Do you want
this blog via**

11 **email res**
BY FEEDBLI



Canada's Asso
Technology

 **Windows Liv**





Resident Blo
Stephen Ibar
Analyst
FCIPS, I.S.P.,
MVP



Ruth Morton
Advisor
Microsoft Ca



John Oxley E
Community
Microsoft Ca



Archives

September :
August 2007
July 2007 (25
June 2007 (1
May 2007 (24
April 2007 (2)
March 2007 (
February 200
January 2007
December 20
November 20
October 200
September :
August 2006
July 2006 (25

June 2006 (3

May 2006 (29

April 2006 (3

March 2006 (

February 200

January 2006

December 20

November 20

October 200

September :

August 2005