IS Trailblazing Puts Retailer On Top
Booker, Ellis
Computerworld; Feb 12, 1990; 24, 7; Research Library pg. 69

MANAGER’S JOURNAL

EXECUTIVE TRACK

Tom George was promoted to senior vice-president of operations for McKesson Drug Co’s 3PM pharmacy management and software unit in Livonia, Mich. George, 44, is most recently vice-president of systems development at McKesson Drug. He will have day-to-day responsibility for 3PM’s operations.

He joined McKesson in 1965 and has held a variety of management positions. As a programmer and planning analyst in the 1960s, George was instrumental in the development of Econometric, McKesson’s pioneering pharmaceutical products order-processing system.

Jim Gore was named to replace George as McKesson’s vice-president of systems development, based at the firm’s headquarters in San Francisco.

A 39-year McKesson veteran, Gore, 52, has been regional sales manager of the company’s southeast region in Atlanta for the past four years.

In his new position, Gore is responsible for the maintenance of current drug company computer services and directing the development of new computer services. During his career with McKesson, he has held a number of field sales and sales management positions, including district sales manager for four of the company’s distribution centers.

Who’s on the go?

Changing jobs? Promoting an assistant? Your peers want to know who is coming and going, and Computerworld wants to help by mentioning any IS job changes in Executive Track. When you have news of a promotion or a change of job, be sure to drop a note and photo to or have your public relations department write to Clinton Wilder, Senior Editor, Manager’s Journal, Computerworld, Box 9171, 375 Main St., Cambridge, Mass.

Making progress toward an elusive bond

By Clinton Wilder

After years of effort, the critical but elusive partnership between information systems management and business executives is becoming more of a reality.

According to IS executives in both the U.S. and Europe recently surveyed by EDS Group, Inc., in Cambridge, Mass., the "benefits of technology" sales pitch to senior management is less of a hard sell than it used to be. Sixty-five percent of U.S. executives and 79% of European executives agreed with the statement, "It is getting easier for us to align IS and corporate goals," the report said.

Apparently, these executives have put their efforts where their concerns are, and it has paid off. In the three years that Index has conducted its survey, "aligning IS and corporate goals" has finished first, second and fourth on the list of issues of most importance to IS executives in the U.S. In interviews of respondents, Index found several different reasons why alignment progress is being made, however, were the time-honored practices of public relations and marketing.

"We've done significant selling over the past 12 months to top management," said an IS executive at a diversified manufacturing company.

At other firms, outside pressure has seemingly forced business managers to work with IS. "There's a gradual awakening of the penalty for catching up" to competitors who use technology strategically, said a forest products IS director.

Others said tighter budgets have demanded that technologists and businesspeople work together to choose prudently.

Organizational theorists may find it odd, but most executives said that IS/business alignment progress was occurring without a formal business process to promote it. In the U.S., only 18% of respondents said their companies had such a process, while 67% said they did not and 16% were neutral.

Such a process requires the ability to predict the impact of future technologies on business processes — an ability missing in many organizations," said Index Chairman James Chamisy.
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