2017 Finalists

Join us for the awards ceremony
Wednesday, March 22, 2017 • 6:00pm – 8:30pm
Casa Del Mar • 1910 Ocean Way • Santa Monica, CA 90405
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2017 FINALISTS

John Adams
Brighub

Scott Burton
HYFN

Tas Dienes, Ph.D.
SmartAction

Ron Guerrier
Farmers Insurance Group of Co.

Shahan Khan
Polymail

Henry Park
3GC Group

Shawn Aminian
Children's Institute, Inc.

Paul Conocenti
Verity Health System

David Galassi
University of Southern California

Jay Hatho
SCS Engineers

Patrick Kirby
MomentFeed

Joe Pascual
dotstudioPRO

Carlos Anchia
Distillery

Gabe Cortina
Bunim / Murray Productions

Steven Garske, Ph.D.
Children's Hospital Los Angeles

Vic Herrera
DTT, Inc.

Jody Mulkey
Ticketmaster

Kimberly Pease
Citadel Information Group, Inc.

Mark Angelo
Aerojet Rocketdyne Holdings

Pablo da Silva
New Horizons Learning Group

Mark Govatos
Crossroads School

Peter Huh
Quest Nutrition

Randy Nieves
Cal Net Technology Group

Derek Peterson, Ph.D.
Boingo Wireless

Jason Bosco
Dollar Shave Club

Sean Daniels
Wildwood School

Richard Greenberg
Los Angeles County Department of Public Health

Luca Jacobellis
Cal Net Technology Group

Lior Ofir
PennyMac Financial Services

Navdeep Reddy
Enplug
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2017 FINALISTS

Jason Richard
Lucky Brand Jeans

Eric Schlissel
GeekTek

Hersel Shoumer
LA Networks

Jill Striff
Liner LLP

Phillip Walker
Network Solutions Provider

Ian Whitman
Rosano Partners

Paul Ryan
ZowDow.com

Sameer Shamsuddin
RealtyMogul.com

Marwan Soghaier
SteelHouse

Mattias Torny
Wedbush Securities

Dave Watts
NetFusion, Inc.

Jonathan Wong
Playboy Enterprises

Cheryl Santor
Metropolitan Water District of Southern California

Advait Shinde
GoGuardian

Stan Stahl, Ph.D.
SecureTheVillage; Citadel Information Group

Robert VanDusen
The Honest Company

Ken Weiner
GumGum

Cullen Zandstra
FloQast

Boingo IT Team
Boingo Wireless

LEADER Replacement System (LRS) Project Team
Department of Public Social Services
Technology Continues to Shape the World

By anticipated customer demand for emerging technology, services and software, information technology (IT) industry executives enter 2017 with a positive outlook, according to the IT Industry Outlook 2017 released recently by CompTIA, the world’s leading technology association.

CompTIA’s consensus forecasts global industry growth of 4.1 percent in 2017.

“With the groundwork of cloud, mobility, data and connectivity laid, the year ahead will see evolutionary advances on many fronts,” said Tim Herbert, senior vice president for research and market intelligence at CompTIA.

“Digital business transformation remains a driving force for small and large enterprises alike,” Herbert explained. “Organizations will have the opportunity to explore advances in virtual reality, artificial intelligence, advanced analytics, the Internet of things, and inevitably, a few unexpected breakthroughs. Those playing catch-up will face growing and potentially new forms of competitive pressures.”

The CompTIA IT Industry Business Confidence Index for Q1 2017 reached a new high, registering at 68.2 on a 100-point scale. The Index is based on IT executives’ opinions of the U.S. economy, the IT industry as a whole and their own company.

“There is always some measure of optimism at the start of a new year, but industry executives’ positive sentiments are buoyed by an economy on generally solid footing and by customers’ continued interest in technology solutions that can help them innovate and grow,” Herbert noted.

**TRENDS TO WATCH IN 2017**

CompTIA has identified 12 trends – in technology, workforce and the IT channel – that are likely to impact the industry in 2017.

**Technology:**

The Tools of the Cloud Era Emerge

New elements built from a cloud mindset will play larger roles, challenging users to integrate the pieces into a comprehensive digital strategy.

Security Gets Worse Before it Gets Better

Many firms remain unprepared for a cyberattack even in the midst of a flood of headline-making security breaches.

Data Transmits the Gap between IT and Business

Data specialists will move from backstage to center stage to harness the power of organizational data.

IoT Transforms Physical Environments and Social Conventions

The Internet of Things will be a major disruptor as more physical objects gain intelligence and connectivity.

**Channel:**

New Fronts in the Channel Test Traditional Go-to Market Approaches

The lineup of sources for technology solutions is expanding as non-traditional entities get into the business.

Mandate Coming to Retool Partner Programs

What was once valued – sales spiffs, discounts and rebates – are no longer as relevant in today’s services-based market.

An Aging Channel Community Hastens Need to Find New Blood

An estimated 40 percent of the channel universe expects to retire over the next decade. Where are their successors?

**Opportunity Spikes in Cloud Management Arena**

The number of cloud companies and services continues to proliferate, giving customers more options and more opportunities for channel partners.

**Workforce:**

Workers Push the Boundaries of ‘Bring Your Own Collaboration’

It’s a balancing act for employers: the benefits of greater productivity and employee satisfaction vs. security risks.

The Blended Workforce Takes on New Meaning

“Match-making” employment platforms create new options for employers, full-time, temporary and contract workers.

Debate Intensifies over Technology’s Impact on Employment

New questions arise over the use of artificial intelligence, virtual assistants and other knowledge-based systems.

Skills Gap Grows in Scope and Nuance, Forcing Organizations to Rethink Workforce Strategies

All signs point to a widening skills gap in many areas. But many employers still lag in hiring or professional development best practices.

CompTIA’s IT Industry Outlook 2017 is based on an online survey of 530 industry executives in the United States (310), the United Kingdom (122) and Canada (98). The survey was conducted in December 2016 and January 2017.

The Computing Technology Industry Association (CompTIA) is the world’s leading technology association, with approximately 2,000 member companies, 3,000 academic and training partners, over 100,000 registered users and more than two million IT certifications issued.
Worldwide Business Intelligence and Analytics Market to Reach $18.3 Billion in 2017

Global revenue in the business intelligence (BI) and analytics software market is forecast to reach $18.3 billion in 2017, an increase of 7.3 percent from 2016, according to the latest forecast from Gartner, Inc. By the end of 2020, the market is forecast to grow to $22.8 billion.

According to Gartner, modern BI and analytics continues to expand more rapidly than the overall market, which is offsetting declines in traditional BI spending. The modern BI and analytics platforms emerged in the last few years to meet new organizational requirements for accessibility, agility and deeper analytical insight, shifting the market from IT-led, system-of-record reporting to busi- ness-led, agile analytics including self-service.

The modern BI and analytics market is expected to deceler- ate, however, from 63.6 percent growth in 2015 to a projected 19 percent by 2020. Gartner believes this reflects data and analytics becoming mainstream. The market is growing in terms of seat expansion, but revenue will be dampened by pricing pressure.

“Purchasing decisions continue to be influenced heavily by business executives and users who want more agility and the option for small personal and departmental deployments to prove success,” said Rita Sallam, research vice president at Gartner. “Enterprise-friendly buying models have become more critical to successful deployments.”

Gartner believes the rapidly evolving modern BI and analytics market is being influenced by the following seven dynamics:

- **Modern BI at scale will dominate new buying.** While business users initially flocked to new modern tools because they could be used without IT assistance, the increased need for governance will serve as the catalyst for renewed IT engagement. Modern BI tools that support greater accessibility, agility and analytical insight at the enterprise level will dominate new purchases.

- **New innovative and established vendors will drive the next wave of market disruption.** The emergence of smart data discovery capabilities, machine learning and automation of the entire analytics workflow will drive a new flurry of buying because of its potential value to reduce time to insights from advanced analytics and deliver them to a broader set of people across the enterprise. While this “smart” wave is being driven by new innovative start- ups, traditional BI vendors that were slow to adjust to the current “modern” wave are driving it in some cases.

- **Need for complex datasets drives investments in data prepara- tion — Business users want to analyze a diverse, often large and more complex combinations of data sources and data models, faster than ever before.** The ability to rapidly prepare, clean, enrich and find trusted datasets in a more automated way becomes an important enabler of expanded use.

- **Extensibility and embeddability will be key drivers of expanded use and value.** Both internal users and customers will either use more automated tools or will embed analytics in the applications they use in their context, or a combination of both. The ability to embed and extend analytics content will be a key enabler of more pervasive adoption and value from analytics.

- **Support for real-time events and streaming data will expand use.** Organizations will increasingly leverage streaming data generated by devices, sensors and people to make faster decisions. Vendors need to invest in similar capabilities to offer buyers a single platform that combines real-time events and streaming data with other types of source data.

- **Interest in cloud deployments will continue to grow.** Cloud deployments of BI and analytics platforms have the potential to reduce cost of ownership and speed time to deployment. However, data gravity that still tilts to the majority of enterprise data resid- ing on-premises continues to be a major inhibitor to adoption. That reticence is abating and Gartner expects the majority of new licensing buying likely to be for cloud deployments by 2020.

- **Marketplaces will create new opportunities for organizations to buy and sell analytic capabilities and speed time to insight.** The availability of an active marketplace where buyers and sellers converge to exchange analytics applications, aggregated data sources, custom visualizations and algorithms is likely to generate increased interest in the BI and analytics space and fuel its future growth.

“Organizations will benefit from the many new and innovative vendors continuing to emerge, as well as significant investment in innovation from large vendors and venture capital-funded start- ups,” said Sallam. “They do, however, need to be careful to limit their technical debt that can occur when multiple stand-alone solutions that demonstrate business value quickly, turn into pro- duction deployments without adequate attention beween paid to design, implementation and support.”

Gartner, Inc. is the world’s leading information technology research and advisory company. Gartner delivers the technology-related insight neces- sary for its clients to make the right decisions, every day. From CTOs, CIOs and senior information technology (IT) leaders in corpora- tions and government agencies, to business leaders in high-tech and telecom enterprises and professional services firms, to supply chain professionals, digital marketing professionals and technology investors, Gartner is the valuable partner to clients in more than 10,000 distinct enterprises. For more information, visit www.gartner.com.

Business Units and IT Departments Engage in More Collaboration as Organizations Become More Digital

Business units and information technology (IT) teams are dis- covering more opportunities to collaborate and share responsi- bilities as digital transformation takes on greater relevance within organizations, according to a new report from CompTIA, the world’s leading technology association.

“Building Digital Organizations” finds that IT departments are taking on a greater strategic role, working alongside business units to use technology as the linchpin to drive corporate evolution.

“This represents a dramatic shift from the traditional viewpoint, where business objectives were driven by business units and the technology team played a supporting role,” said Seth Robinson, senior director, technology analysis, CompTIA. “IT’s enabling and supporting role still predominates in many organizations, the report shows its strategic role is growing. • 43 percent of companies surveyed say technology enables business processes. • 39 percent use technology to drive business outcomes. • 56 percent say the technology function plays a critical role in strategy.

IT departments are taking on a greater strategic role, working alongside business units to use technology as the linchpin to drive corporate evolution.

• 34 percent are redefining their business thanks to technology.

The process of becoming a digital organization provides learning opportunities for both business and IT staffs. “Adventures in ‘tough IT’ have shown business units that there is more to a technology solution than they initially assumed,” Robinson explained. “IT professionals are changing their behaviors, too, learning more about business objectives and goals so they can help drive strategies and serve as an edu- cational resource on technical matters.”

Obligations that previously fell to the IT team alone – understanding the technical details of systems, or ensuring employees have the tools they need, for example – are now shared between IT and lines of business.

“This shift hasn’t reduced the role or relevance of IT,” Robinson noted. “It simply opens up bandwidth for them to take on new strategic work.”

IT still plays the primary role in technology decision mak- ing, but there is more balance than ever before. In the Comp- TIA survey, 37 percent of organizations say all departments are on a level playing field. IT takes the lead in certain areas of technology implementation, such as security and discovery of new technology.

“Companies are trying to build environments where tech- nology is acquired quickly, yet appropriately, and all groups have a voice in the decision,” Robinson said.

CompTIA’s Building Digital Organizations is based on an October 2016 online survey of 350 U.S. businesses. The complete report is available for free at comptia.org.