Script for President & Chief Revenue Officer

Welcome Remarks for CIO Forum

Objective: Welcome remarks drafted for the President & CRO of a B2B software brand to kick off a CIO Forum.

Script:

- Good morning everyone and welcome to our inaugural CIO Forum.
- We deeply appreciate that you have chosen to spend your morning with us today.
- On behalf of the entire Leadership Team, thank you for your partnership, perspectives and time.
- Today, we are here to talk about the CIOs perspective on the technology landscape in 2024.
- We understand the massively important role you play, as IT leaders, in steering business strategy in today's rapidly changing digital world.
- That said, CIOs are still a relatively new audience/persona for our GTM and PE teams.
- We are committed to building a strong CIO community here, and we will have multiple opportunities for you to engage with us both in person and virtually to continue the discussion we start here today.
- This will include a CIO Track at Inspire, our flagship user conference. Please stay tuned for more information about this event, which will happen in May in Las Vegas.
- One of the topics on the mind of CIOs (and all executives) is Generative AI. As you are all aware, Generative AI has taken the world by storm and is infiltrating every single aspect of business.
- There is speculation about what is possible, what it will impact, how it will change the way we work and so many other angles.
- The questions are unending. And the interesting thing is...it is NOT hyperbole.
- Generative AI is going to have a massive impact. It is as BIG as the internet.
- It is something that we have been thinking about for quite some time.
- We really look at Generative AI as an exciting progression of what attracted your business to our technology in the first place: Making our platform EVEN EASIER.
- Allowing us to deliver your desired business outcomes EVEN FASTER.
- As a longstanding partner for our customers on their analytics journey, we see the opportunity to help you responsibly introduce, amplify and innovate with Generative AI.
- Today we'll discuss the ways in which Generative AI is manifesting in our products, our product strategy and direction and share a few demos to help the ideas come to life.
- We're very interested in your perspectives on Generative AI and Augmented Analytics.
- Including how you're looking at your whole stack, how you see this technology enabling your own businesses, specific use cases you're pursuing and where you are on your Generative AI journey.
- Thanks again for being a part of the CIO Forum.
- Your insights will help us to crystallize these concepts in our minds and develop a plan that delivers business outcomes.
- Let's get to the meat of this discussion – it is my pleasure to introduce you to our CIO.