

WHO OWNS WHAT COMES NEXT?



IST Lead gives law firms access to fractional CTO, CIO, and CISO expertise through one accountable partner, helping leadership turn technology, AI, security, and budget priorities into practical, actionable roadmaps. By connecting strategic advice directly to IST's Run and Protect teams, firms gain executive-level guidance without the cost or dependency of a full-time hire.

The CTO, CIO, and CISO expertise your firm needs, from a partner who stays

You already know what needs attention. The executive committee wants a roadmap. A partner asks whether the firm is ready for AI. The budget meeting is tomorrow, and everyone is looking to you. Lead gives you executive guidance from an advisor who is still there next year, and you keep authority over the function.



Sources: IST.

A board asks the question the firm has circled for a year. What is our plan for AI? The room quiets, and every head turns to the one person expected to answer. Six months on, that person may hold a bigger title somewhere else, and the plan will have left with them.

You have watched these questions coming for a while. The challenge is finding time to lead the future while running today. In most mid-size firms, this work lands on someone already booked keeping the lights on, someone who has never briefed a board. Hiring a full-time executive costs a senior salary and months of searching, and holding onto one is harder still. The strategy everyone wants becomes the work no one owns, and the roadmap resets every time the chair turns over.

Leadership pressure meets limited capacity

The gap is altitude. Day-to-day IT keeps a firm running. Setting direction and turning a security posture into a decision a board can act on is different work, at a different altitude. Hiring for it means a senior salary and a long search, with a real chance the person leaves inside two years and the roadmap walks out behind them.

Everyone wants an AI strategy. Far fewer can say what a leader should do about it in the next ninety days. Lead fills that seat, and it stays filled.

Plan. Align. Guide.

Lead gives you executive technology guidance as an extension of your team, and your internal IT leader keeps authority over the function. The value compounds over the years, because the advisor who plans this year's roadmap is the one who remembers why you made each call when next year arrives. Lead brings three altitudes of leadership into one accountable relationship.

Plan. The Office of the CTO. Vision and strategy, enterprise architecture, emerging-tech and AI evaluation, transformation roadmaps, cloud and FinOps, and build-versus-buy, so "what do we do about AI?" earns a real, ninety-day answer.

Align. The vCIO. Roadmaps and budget planning, business reviews, governance, vendor negotiation and rationalization, IT risk, and board-ready reporting, so spend aligns to outcomes and control stays in-house.

Guide. The vCISO. Security roadmap, enterprise risk, compliance leadership, third-party risk, cyber-insurance readiness, tabletop exercises, and board reporting, so security fits on one slide and "who owns it?" has an answer.

Advice connected to execution

Lead is advisory built for execution. We begin with your current environment, backlog, vendors, risks, and budget cycles, then define the goal state and who owns each action. When it is time to act, Lead connects directly to IST's Run and Protect teams. The roadmap becomes action. That marks the difference between a full-time hire and a full bench.

A FULL-TIME HIRE

- ***A FULL-TIME HIRE***
- ***ONE PERSON'S EXP. AND BLIND SPOTS***
- ***A FULL SENIOR SALARY AND A LONG SEARCH***
- ***MONTHS TO HIRE, WITH A REAL RISK THEY LEAVE***
- ***STRATEGY STOPPING AT THE SLIDE DECK***

IST LEAD (FRACTIONAL)

- ***A FULL BENCH ACROSS CTO, CIO & CISO***
- ***50-75% OF THE COST OF A FULL-TIME HIRE***
- ***ENGAGED IN WEEKS, SCALED TO YOUR CADENCE***
- ***ADVICE CONNECTING STRAIGHT TO EXECUTION***

The executive seat without the executive salary, a full bench behind it, and an advisor who is still at the table when the plan comes due.

The advice earns trust through the discipline and the loyalty behind it. IST's operating model was forged in litigation support, where risk has to translate into decisions holding up under scrutiny. Our people lead with a servant's heart, and they stay, so the partner who helps you plan what comes next is the same partner standing with you when it arrives. IST is privately held and independent, built for the long horizon. More than 25 years in, the relationships still outlast the roadmaps.

Turn your priorities into a practical plan.

The priorities are already clear to you. Begin with a strategy conversation, where we learn them and map what a fractional executive would move in the first ninety days. *It starts with a conversation.*

Technology changes. Trust shouldn't. ■ ■ ■

One accountable partner across Run, Protect, and Lead, and why foresight beats firepower

Technology decisions have never carried more weight or moved faster, and no firm should navigate them alone. What protects a firm isn't more tools. It's one partner who runs the environment, protects it, and helps lead it forward.

IST Management Services
RUN. PROTECT. LEAD.

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