ANDRE MAGRINI
AI REVENUE ARCHITECT

EXECUTIVE ROADMAP

2027 CIO Agenda

AI ambitions and the decisions that make them operational.

Four decisions for the CIO agenda

AI plans need an explicit link to funding, accountability, operating cost and team capacity.

01 Funding

AI investment plans can outpace growth in the overall IT budget.

02 Accountability

Business-led technology still needs clear ownership and cost allocation.

03 Lifecycle cost

Expected savings need to cover the full cost of running the solution.

04 Workforce

Efficiency expectations need to account for new data, security and support work.

Themes adapted from the supplied 2027 CIO Agenda Preview, pp. 2-4.

The budget envelope

Expected IT budget changes describe the planning environment, not realized spending.

3.7%

Average expected IT budget increase for 2027 versus 2026.

Prior survey: 2.8% average expected increase for 2026 versus 2025.

Expected direction	Respondents
Increase	57%
Stay the same	26%
Decrease	17%

Survey-reported. Source: 2027 CIO Agenda Preview, p. 6. n = 1,861 (2027); n = 2,221 (2026). Excludes “don’t know”.

Technology funding priorities

Planned 2027 funding versus 2026. Increase/decrease columns show shares of respondents.

Technology	Increasing	Decreasing	Mean change
GenAI	84%	2%	+31.4%
Cyber / information security	83%	2%	+24.9%
Agentic AI	76%	1%	+31.8%
Business intelligence / data analytics	70%	6%	+20.9%
Cloud platforms	69%	6%	+19.4%
AI-native development platforms	64%	2%	+23.1%
Application modernization*	63%	5%	+18.3%
Integration technologies / APIs	63%	4%	+16.8%
Traditional AI	58%	5%	+16.2%
Intelligent automation	58%	6%	+14.5%

Survey-reported. Source: 2027 CIO Agenda Preview, p. 8. n ≈ 1,962. No-change shares omitted. *Modernization excludes other listed items.

Technology funding priorities (continued)

Planned 2027 funding versus 2026. Increase/decrease columns show shares of respondents.

Technology	Increasing	Decreasing	Mean change
Digital workplace	50%	6%	+12.0%
Low-code / no-code platforms	49%	6%	+12.3%
Customer relationship management	49%	6%	+14.2%
Digital commerce / citizen portals	47%	5%	+13.1%
Enterprise resource planning	46%	10%	+16.2%
Connectivity	42%	8%	+10.0%
Human capital management	39%	7%	+9.3%
On-premises infrastructure / data center	29%	37%	-3.4%
Internet of Things	27%	6%	+7.2%
Warehouse management systems	24%	6%	+8.5%
Supplier relationship management	22%	7%	+5.6%

Survey-reported. Source: 2027 CIO Agenda Preview, p. 8. n ≈ 1,962. No-change shares omitted. *Modernization excludes other listed items.

AI deployment and the next wave

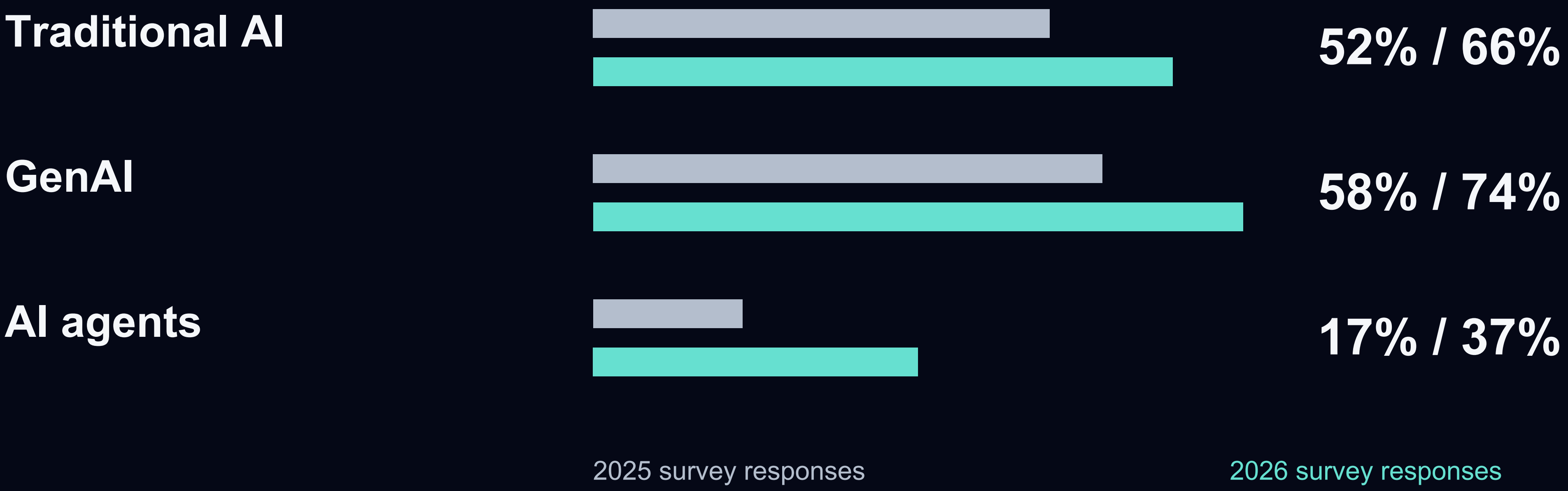
Reported deployment and plans for the next 12 months are separate response categories.

Technology	Already deployed	Next 12 months
GenAI	74%	13%
Traditional AI	66%	13%
AI agents	37%	34%
AI-native development platforms	38%	22%
AI governance platforms	15%	32%
Open source large language models	29%	15%
Model Context Protocol	16%	21%
AI security testing	11%	27%
Multiagent system protocols	6%	19%
Trust, risk and security management	7%	18%

Survey-reported. Source: 2027 CIO Agenda Preview, p. 9. n = 2,002. Selected response categories only; future plans are not completed deployments.

The change in reported AI adoption

Share of respondents who said the technology had already been deployed.



Survey-reported. Source: 2027 CIO Agenda Preview, p. 10. n = 2,487 (2025); n = 2,002 (2026). Separate annual survey samples.

Ownership beyond central IT

Decentralized development needs explicit rules for who runs, funds and retires each solution.

15.3%

Average share of technology solutions developed solely outside central IT.

80%

Share of technology executives expecting AI to increase development outside IT before 2030.

73%

Share of enterprises with no plans to develop rules for ownership of technology costs and solutions.

Planning implication: every AI solution needs a business owner, a technical owner and a cost owner.

Survey-reported. Source: 2027 CIO Agenda Preview, p. 2. Summary statistics; item-level sample sizes are not provided in the excerpt.

Value and total cost of ownership

TCO means the cost of the solution across its lifecycle, including the work needed to operate it.

58%

Report increased pressure to deliver cost improvements through AI.

51%

Expect AI to increase technology solutions’ total cost of ownership over their lifecycle.

13%

Report significant value from AI tools to date.

Planning implication: compare business value with implementation, usage, evaluation, support and control costs.

Survey-reported. Source: 2027 CIO Agenda Preview, p. 3. Summary statistics; item-level sample sizes are not provided in the excerpt.

Workforce plans and operating demand

The reported staffing outlook reflects expected work as well as expected efficiencies.

Reported plan	Respondents
Technology workforce: keep stable	37%
Technology workforce: grow	40%
Data and analytics: increase headcount	56%
Cybersecurity: increase headcount	54%

Planning implication: assess how AI changes tasks and skills before committing to hiring or capacity reductions.

Survey-reported. Source: 2027 CIO Agenda Preview, p. 3. Workforce-wide and subteam questions have different scopes.

Other digital deployment priorities

Already deployed only. These percentages describe adoption, not business impact or purchasing recommendations.

Distributed hybrid infrastructure	54%
Low-code / no-code platforms	48%
Industry cloud platforms	38%
Advanced authentication	31%
Intelligent automation	19%
5G	33%
Secure Access Service Edge	22%

Multimodal experience	20%
Edge computing	22%
Privacy-enhancing computation	13%
Synthetic data	12%
Immersive technologies	14%
Blockchain	7%

Survey-reported. Source: 2027 CIO Agenda Preview, p. 11. n = 2,002. Other response categories are omitted from this view.

A controlled portfolio of AI services

The source proposes approved choices, retirement criteria and an early proof point for each investment.

Approved marketplace

Give business units access to approved AI tools. Attribute usage and spending to the business function that creates the cost.

Retirement criteria

Identify stalled or abandoned initiatives that still consume resources. Define the evidence required to continue, change or close them.

Early proof point

Set a 90-day business-value review. Agree in advance on the expected evidence and what happens if the initiative misses it.

Recommendations adapted from the supplied 2027 CIO Agenda Preview, p. 12. The review period is a proposed cadence.

Governance with cost accountability

The excerpt reports that only 21% have an AI agent governance framework. Of that group, 43% include cost containment.

Business owner

Defines the intended outcome and accepts the evidence of value. Approves changes to the workflow and scope.

Technology owner

Runs the solution, manages access and dependencies, and maintains monitoring, evaluation and incident response.

Cost owner

Tracks consumption and lifecycle cost. Sets spending limits and reviews whether continued operation is justified.

Survey-reported. Source: 2027 CIO Agenda Preview, p. 3. The 43% figure applies to the framework-adopting subgroup. Role design is an editorial adaptation.

The first 90-day review

Illustrative operating sequence adapted from the source's proposed proof point. Timing depends on the initiative.

01

Define the evidence

Document the use case, baseline, owner, budget and acceptance criteria before work begins.

02

Test in a bounded workflow

Use representative conditions and record usage, quality, operating effort and business outcomes.

03

Make the next decision

At the agreed review, expand, revise or stop based on evidence. Record the accountable decision and remaining gaps.

Editorial application of the source's 90-day proposal. No duration or business outcome is guaranteed.

The one-page decision brief

A reusable format for a CIO, business sponsor and finance owner to review together.

Investment	Which workflow, user and business outcome does the proposal address?
Evidence	What is measured, what is estimated, and what remains unknown?
Economics	What will implementation, usage and ongoing operation require?
Accountability	Who owns the solution, its spending and its acceptance criteria?
Decision	What is approved now, and what evidence is needed at the next review?

Editorial working template. Resource commitments and acceptance decisions belong to the accountable leaders.

Evidence and scope

This presentation adapts the supplied 17-page preview, not the full report or survey dataset.

Reported findings	Survey percentages and sample sizes are transcribed from the supplied preview. Independent validation was not performed. Plans and expectations remain distinct from realized results.
Source limitation	The cohort chart on source page 7 has inconsistent year labels between its heading and survey questions. That chart is excluded here. The excerpt does not provide full methods or item-level bases for all summary figures.
Editorial additions	The role model, review sequence and decision brief apply the preview's themes to executive planning. They are guidance templates, not survey results or promises of financial outcomes.

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Your 2027 technology agenda

A conversation about AI investment, accountability and the decisions your business needs to make.

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