

03 / SPEAKING / FLAGSHIP KEYNOTE

YOU HAVE NOT MODERNIZED. YOU HAVE REDECORATED.



For city CIOs, county CFOs, and higher-ed finance and IT leaders.

Available as a 20-minute fireside, a 40-minute keynote with Q&A, or a 60-minute keynote plus workshop.

ABSTRACT

Most public organizations have spent the last twenty years upgrading the interface, moving from hand-built reports to dashboards, while keeping the same transaction underneath, where someone still has to build the thing before a leader can get an answer. This keynote lays out a winning path for city, county, and higher-ed leaders who want modernization that actually changes how decisions get made, starting from a plain standard: you should be able to ask for the one number you need and get it. AV walks through why the tools, including AI, will continue to evolve, but they'll never work for you if you don't have any of this baseline boring stuff figured out, and he shows how process redesign, defined outcomes, and steady project management turn new technology into answers rather than another coat of paint.

"If you still need someone to build a report before you can answer a question, you have not modernized. You have redecorated."

WHAT THE ROOM WALKS OUT WITH

- / **A one-number test for modernization.** A simple way to judge any system, new or old, by whether a leader can ask for the one number they need and get it, rather than by how much the interface changed.
- / **The baseline boring stuff, in order.** Business process analysis and redesign, clear boundaries around outcomes, and project management strong enough to keep the effort from running away, so the tools have something solid to work on.
- / **A design lens on AI cost and effort.** How to treat slow answers and expensive queries as design problems you can tune, with every decision still owned by a human.
- / **A Monday question for the leadership team.** "What is the one number we still wait two weeks to get?" and how to turn the answer into the first step of a modernization path that actually pays off.

ABOUT THE SPEAKER

AV is Founder and CEO of Avero Advisors, a six-time Inc. 5000 firm that works only on the buyer side of government technology, with no vendor money, helping cities, counties, and higher-ed institutions plan ERP, bespoke software, and AI modernization before vendors are in the room. He is the author of *Start at Zero: Leading High-Stakes Modernization in the Age of AI*.

IDEAL ROOMS

City and county CIO and CFO tracks, higher-ed finance and IT conferences, and public-sector digital and AI governance summits where leaders are already planning or living through modernization.