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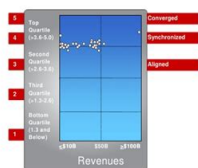


BTM Institute Research Report: Business Technology Convergence Index | June 2007

#### 4. The Anatomy of Convergence

Thirty enterprises in the Index have a level of business technology maturity that marks them as leaders.

Business Technology Convergence Leaders, 2006



As a group, these enterprises have reached at least the upper stratum of business technology maturity Level 3 (defined), and many have also achieved Level 4 (managed). A number are approaching Level 5 (optimized); these last are enterprises that have moved from business technology alignment through synchronization and into convergence.

The leader enterprises, in which these management disciplines are improving and evolving, exhibit the following characteristics:

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**It Business Partnerships Technology Convergence**