

Pivotal Insight Announces Award to support the District of Columbia Office of Personnel

Washington, DC – May 1, 2006 – Pivotal Insight, LLC, a government best practices consulting and research firm, announces the award of a contract by the District of Columbia Office of Personnel (DCOP) to provide support for the implementation of their human resources (HR) process improvement plan. Under the four month contract, Pivotal-Insight will help DCOP identify critical vacancies within the District's agencies and to help establish best practices for continued improvement in the recruitment, classification, and hiring processes.

Pivotal Insight has partnered with EquaTerra Public Sector to create a strong agile delivery team. David O. Cooke, President and CEO of Pivotal Insight stated at the project kick-off, "The combined team brings a wealth of HR, process improvement, and management experience to the Office of Personnel. We have every expectation that we will exceed expectations and help DCOP modernize and enhance it's service delivery to the agencies within the District."

About the District of Columbia Office of Personnel

Located at 1350 Pennsylvania Avenue NW, the District of Columbia Office of Personnel provides human resource management services that strengthen individual and organizational performance and enable the District government to attract, develop and retain a well-qualified, diverse workforce.

About EquaTerra Public Sector

EquaTerra Public Sector focuses exclusively on helping public entities become more efficient in their critical, but non-mission oriented processes. We provide advice and guidance throughout our clients' sourcing and shared services initiatives - from strategy development, service benchmarking, sourcing evaluations and provider selections to governance and relationship management. We are uniquely defined by our ability to reduce our public sector and not-for-profit clients' operating cost structure by hundreds of millions of dollars while helping them attain world-class operating levels. For more information, contact EquaTerra Public Relations at 407.677.8404 or online at www.equaterrapublicsector.com

About Pivotal Insight, LLC

Pivotal Insight is a business research and intelligence firm providing executives with perspective and information about government. We quickly identify, analyze, and improve upon the relevant experiences of other government organizations and then work with our government executive clients to apply these lessons in their organizations, helping government learn from government. Through our combination of research, consulting, and facilitation we provide a premium, yet cost effective, service that has meaningful impact on our clients' careers and organizations.

For more information, contact Pivotal Insight at 703-914-2760 or online at www.pivotal-insight.com