

Pivotal Insight Announces Contract to Provide CIO Advisory Services to the Federal Emergency Management Agency (FEMA)

Pivotal Insight announces an 18 months MOBIS task order to provide FEMA with CIO Advisory Services. Partnering with EquaTerra Public Sector, a firm specializing in IT sourcing advisory services, the Pivotal Team will help the CIO and the Information Technology Services Division (ITD) improve the financial planning and budgetary controls, develop a customer relationship management program, and to develop tools and methods for establishing and collecting performance metrics, performing demand management, and developing service and product portfolios.

“These are exciting times for the FEMA ITD organization as they move toward a customer centric organization,” remarked David Bergert, President of Pivotal Insight. “Federated organizational models pose a significant challenge to any CIO looking to centralize and provide the budgetary oversight required by Clinger-Cohen. We are glad to assist ITD in helping them create the programs and tools to help them with that goal.”

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-forprofit 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 small women-owned company with deep expertise in performance management, strategic planning, organizational design, and the entire IT program management support lifecycle. Pivotal Insight helps improve the way government organizations run by supplying timely, accurate, and unbiased information on best practices and emerging trends. We help put that information into action through well-qualified consultants who have extensive government, business and technology management experience. The Pivotal Insight leadership team is dedicated to providing an outstanding value to the government and helping to bring agility, effectiveness, and performance to our federal government clients.

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