



Pivotal Insight, LLC Announces Acquisition of Monroe Defense Industry Consulting, Inc

FALLS CHURCH, VA, April 17, 2007 — Pivotal Insight, a leader in management strategies and expert consulting services for government, today announced that it has successfully acquired Monroe Defense Industry Consulting, Inc (MDIC), including all of its professional consulting staff and several multi-year contracts with large federal government organizations such as the United States Navy, the Department of Homeland Security, and Dimension International.

“The addition of MDIC to the Pivotal team significantly extends our capabilities as a trusted advisor to senior executives in the federal government,” said David Bergert, Pivotal's Executive Vice President. “This acquisition will broaden our existing consulting services by adding deep and specific Navy domain expertise to our existing thought leadership in business consulting and technology management. We believe that this combination will allow us to expand our markets and also deliver more value to our customers.”

MDIC is a professional services firm focusing on the defense industry, providing its clients with solutions and business intelligence to improve performance. Specific capabilities include system engineering, technology integration, logistics, and program management. MDIC also advises clients seeking to better manage their technology and business services. “We are extremely proud of our history and track record of providing technology and advisory support to the Defense Sector,” said Dawn Monroe, MDIC President. “Joining Pivotal will expand our ability to support the Navy, and also gives us access to Pivotal resources and their leadership team, who clearly understand this market and our unique expertise.”

MDIC will become a wholly owned subsidiary of Pivotal Insight and will be led by Ms. Monroe at their existing offices near Dahlgren, VA. She will report directly to Pivotal Insight CEO, David Cooke. Both companies will maintain their small women-owned business status. Pivotal expects that this purchase will provide a substantive increase to both revenues and net income for fiscal year 2007.

About Pivotal Insight, LLC:

Pivotal Insight is a consulting and research firm that helps government and non-profit executives uncover and apply best practices to tackle their biggest challenges. Through our combination of research, consulting, and facilitation we provide a premium, yet cost effective, service that has meaningful and positive impact. Our core domains are acquisition strategy, program and project management, human capital management, and strategic management. Founded in June of 2003, Pivotal Insight is headquartered near Washington, DC.

Contact Pivotal Insight at 703-914-2760 or on the web at <http://www.pivotal-insight.com>.