

Pivotal Insight names Bob Darlington as Executive VP and Director of Consulting Services

WASHINGTON, DC – June 1, 2004 – Pivotal Insight, a research and consulting firm providing government decision makers with research and analysis to reduce the risk of procuring services and technology, today announced the appointment of Bob Darlington as Executive Vice President and Director of Consulting Services.

Prior to joining Pivotal, Bob was Vice President and Director of Systems Engineering at Project Performance Corporation (PPC) where he managed the United States Patent and Trademark Office (USPTO) Systems Engineering and Technical Assistance (SETA) contract, a \$56 million multi-year effort and PPC's largest single win in its 14 year history. Previously, Bob was a Senior Manager with American Management Systems (AMS) in the Enterprise Business Solutions (EBS) practice within the Federal Defense Group focusing on strategic and business planning, business process reengineering, performance management, logistics, and supply chain management. At AMS, Bob headed an extensive array of projects including new product launches, customer relationship management, workforce analysis, performance measurement, integrated product development, benchmarking, and strategic systems planning. Prior to joining AMS, Bob was an officer with the United States Navy. He is an alumnus of the University of Notre Dame and Harvard Business School.

David Cooke, Pivotal's CEO and President, noted, "Bob brings an incredibly strong background in delivering complex business solutions to the Federal marketplace. He has a demonstrated track record of building a top caliber consulting practice which will be critical to implementing Pivotal's strategy of helping public decision makers – from heads of agencies to procurement officials – obtain greater insight and transparency into the strategic HR and acquisition-related decisions they have to make. Bob will be a key player in that effort."

"Pivotal provides a unique and valuable service helping government executives to make more informed purchasing decisions," said Bob "and I am thrilled to be part of the Pivotal's leadership team."

About Pivotal Insight, LLC:

Pivotal Insight magnifies the buying-intelligence™ of public sector decision makers. The Company shines a spotlight on complex purchasing decisions to reduce their inherent risk, save valuable tax dollars, and create more agile governments. Founded in June of 2003, Pivotal Insight independently and comprehensively evaluates enterprise technologies and business services for public sector executives that make purchasing decisions. Pivotal Insight is headquartered near Washington, DC.

Contact Pivotal Insight at 703-875-2129 or on the web at www.pivotal-insight.com.