

Pivotal Insight, LLC Announces Sub-Contract to Support US Navy

WASHINGTON, DC—November 14, 2003— Pivotal Insight, a research and consulting firm providing government decision makers with analysis to reduce the risk of buying services and technology, announced today it was awarded a sub-contract by Information Spectrum, Inc. to jointly support the Office of Strategic Planning for the Assistant Secretary of the Navy for Research, Development, and Acquisition. Under this contract, valued at \$282,000, Pivotal Insight will provide strategic advisory and research services to the Office of Strategic Planning.

As a specialist in the public sector, Pivotal Insight provides key information to government decision makers to enable them to make faster, more cost effective, and more enlightened strategic acquisition decisions. Under this sub-contract, Pivotal will help the Navy identify and implement current best practices in strategic management, research & development, and production management. Additionally, Pivotal Insight will advise the Navy in developing approaches for updating the US Navy's Strategic Plan for Research, Development, and Acquisition. The Pivotal Insight team of consultants will lend its expertise and extensive experience in acquisition and strategic management to this very important project.

"The Navy is one of the largest acquisition and life-cycle management organizations in the world. Streamlined business processes and continual innovation in research, development, and acquisition are crucial to the Navy's success, especially in today's environment," said David Cooke, President and CEO of Pivotal Insight. "Working with ISI, we are focused on providing strategic insights and long-term value to the Department of the Navy."

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 703-914-2760 or on the web at www.pivotal-insight.com.