



### **Pivotal Insight Announces Contract to Support Army National Guard Bureau**

Washington, DC—August 1, 2005—Pivotal Insight, a consulting and research firm that helps government executives uncover and apply best practices, announces the award of a contract by the Army National Guard Bureau—Army Installations Division Training and Information Technology Support Services to provide information technology support. Under this contract, valued at \$156,000, Pivotal Insight will serve as the IT Coordinator helping to effectively enable and enhance core processes within NGB-ARI.

Through this contract, Pivotal Insight will: conduct an IT maturity evaluation, addressing the current system's effectiveness, associated costs, integration with other systems, security compliance, and associated risks, as well as staff readiness to use the system; document the as-is architecture; develop IT modernization and improvement recommendations focused on the alignment of people, processes, and technology; develop the to-be enterprise architecture; conduct vendor evaluation and management, including the use of metrics and measurement techniques to ensure NGB-ARI gets the best solution at the best price; and perform project and risk management, including minimizing the risk of going over budget, calculating EVM to adhere to the OMB 300E Technology Investment Review Board, prioritizing projects, documenting processes and systems to meet and maintain a CMM level 3 certification.

"The Army National Guard has an increasingly important responsibility in defending the nation, while maintaining a critical role in aiding our communities during times of trouble. Meeting these diverse and growing missions is big challenge. Scalable, interoperable business processes, supported by effective information technology, is crucial to the Guard's success," said David Cooke, President and CEO of Pivotal Insight. "Working with ARINC, we are honored to assist the Guard in its mission by helping the Bureau make better decisions in how it selects and manages technology."

### **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.

Contact Pivotal Insight at 703-914-2760 or on line at [www.pivotal-insight.com](http://www.pivotal-insight.com).