

For Immediate Release

Pivotal Insight Featured in GovExec Article

WASHINGTON, DC— January 19, 2005— Pivotal Insight, a research and consulting firm providing government decision makers with intelligence to improve performance and increase return on investment, was featured in GovExec's December 20, 2004, Daily Briefing. The article, entitled "Job Competitions Need Help from HR, Report Says," spotlights Pivotal's most recent research report on the HR manager's role in the A-76 process. The article quotes Elizabeth Boudrie, Pivotal Insight's vice president of Research, who says that competitive sourcing provides "an opportunity for HR folks in the government to take a greater role in strategic planning."

The GovExec article highlights a main point in the study: while HR professionals frequently take part in the competitive sourcing process on an administrative level, they are seldom involved in the strategy of workforce planning or helping displaced employees deal with the results of competitions.

The article underscores key metrics in the report, including the report's finding that 90 percent of interviewees believe HR professionals should be involved earlier in the competitive sourcing process in a planning and strategic capacity.

A free report summary is available at <http://www.pivotal-insight.com/research/takingthewheel.php>. For purchase information call Pivotal Insight at 703-875-2129.

The GovExec article is located at <http://www.govexec.com/dailyfed/1204/122004k1.htm>.

About Pivotal Insight, LLC:

Pivotal Insight is a consulting and research firm that helps government executives uncover and apply best practices to tackle their biggest challenges. We know the best source for government innovation comes from the experiences of other government organizations. Pivotal quickly identifies, analyzes, and improves upon the relevant experiences of other government organizations and then works with its 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 client's careers and organizations.

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