

For Immediate Release

Pivotal Insight Study Cited in January's IPMA-HR Federal Section News

WASHINGTON, DC— January 25, 2005— Pivotal Insight, a research and consulting firm providing government decision makers with intelligence to improve performance and increase return on investment, was cited in January's IPMA-HR Federal Section News. The article, entitled "Job Competitions Need Help from Human Resources," spotlights Pivotal's most recent research report on the HR manager's role in the A-76 process.

The article highlights the report's key findings, including a list of ways HR leaders can demonstrate leadership in A-76 competitions. These findings coincide with the experience of the article's author, Gary Koca, in his former position at the Office of Personnel Management's Chicago Region. He says that "HR directors should be preaching good position management practices at any time, and should be a key player in helping management restructure the workforce, downsize, right-size, or do whatever it takes to win those job competitions. HR directors and their staff should know more about workforce and succession planning than anyone else in the agency and be able to put that knowledge into practice."

A free summary of Pivotal Insight's report is available at <http://www.pivotal-insight.com/research/takingthewheel.php>.

For purchase information call Pivotal Insight at 703-875-2129.

January's IPMA-HR Federal Section News is available at <http://www.ipma-hr.org/files/IPMANews09-04f.pdf>

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.