

# Guide to the 2008 Transition

## Maximize your competitive position with an in-depth analysis of the administration transition's impact on the IT community

The 2008 administration transition will change the government landscape in many ways: a new President, a potential shift in the Presidential/Congressional balance of power, changes in policy direction, and other unique challenges creating budget, program, and human capital challenges. While many members of the IT community will take a "wait and see" approach, industry leaders are planning for the transition ramifications now.

INPUT's newly released study, *Industry Leaders' Guide to the 2008 Administration Transition*, provides a comprehensive look into the government environment during leadership transitions and the Democrat and Republican agendas that will drive agencies' technology needs.

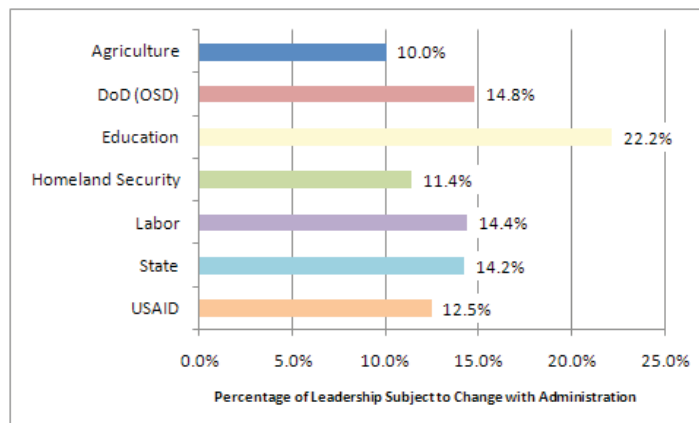
## Learn how transition issues will drive opportunities through this year and beyond, by answering the questions that all contractors need to know.

- What are the steps in the transition process, and what can industry leaders do in the near-term to position themselves for the transition?
- What impact will the transition have on agency customers, especially leadership?
- Where should industry leaders focus their attention in the short-term, before the new President's budgetary influence begins in FY2011?
- Where should industry leaders focus their attention in the long-term, after the new President's policy and budgetary priorities come to fruition?

## Why should contractors begin thinking about this now?

- **Many agencies stand to lose over 10% of their leadership team.** Contractors may need to identify and recruit more program champions and advocates among the remaining stakeholders.

Agencies Most Impacted by Potential Leadership Losses



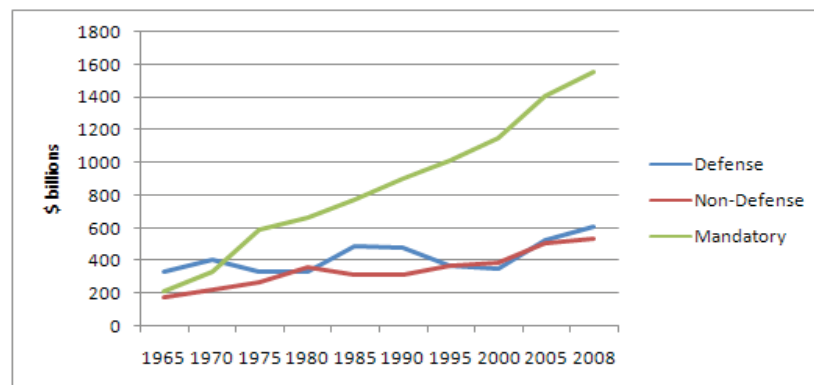
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- The role of technology in the Presidential candidates' agendas is unprecedented. Technology is a clear enabler of most priority agenda items, which provides opportunities for thought leadership among companies that begin planning now. The technology areas that will support the next President's agenda fall into 3 categories:
  - Business Improvement
  - Applications Modernization
  - Infrastructure Modernization

Learn more about specific technology solutions, as well as the potential longevity of the President's Management Agenda (PMA), in this report.

- **Program managers and CIOs may need your help to justify programs and technology investments.** Agency leadership is beginning the process of reviewing programs for weaknesses, performance issues, and risk factors. Agency customers will need contractors' help now to contribute an external perspective on the program and help identify, mitigate, and solve problems before the new administration takes office.
- **Government spending is squeezing IT budgets.** Increases in mandatory and discretionary spending create a tight fiscal environment that is squeezing IT budgets in many areas. Industry leaders are already working to be well positioned for the potential shifts in budget priorities after the transition.



Source: OMB

- **The transition could impact your business development strategies.** Changing priorities within the new class of appointees may require contractors to reassess their solutions, value propositions, and sales strategies, which could require significant time and investment.

The new direction of the government will not be clear for months after the election, but contractors cannot afford to wait until then to consider the business ramifications. Learn how you can become engaged in this transition, and position your company for the future.

**To access INPUT's study, *Industry Leaders' Guide to the 2008 Administration Transition*, call 1-888-99-INPUT or visit <http://08Transition.input.com>**