



FOR IMMEDIATE RELEASE

Contact:

Joan Sahlgren

703-304-2602

nsahlgren@yahoo.com

SURVEY REVEALS THAT FEDERAL DECISION MAKERS LIKEN AGENCY TECHNOLOGY ADOPTION TO VINTAGE CARS: "SLOW AND DIFFICULT TO KEEP GOING"

Market Connections and GITEC Research Identify Federal Trends in Adoption of New and Innovative Technologies

CHANTILLY, VA — March 8, 2010 — Leading government market research firm Market Connections, Inc., today announced a new survey that calls government agencies perpetually behind the curve in technology adoption compared to the private sector, and hampered in technology adoption as a result of old legislation.

The study, which explored perceptions and adoption of new and innovative technologies among federal government decision makers, revealed the perception of technology adoption in government agencies as "slow and difficult to keep going" like a vintage Model T.

Market Connections, Inc., a leading provider of full-service government market research services in the mid-Atlantic region, conducted the survey in February on behalf of the Government Information Technology Council (GITEC). GITEC is a group of senior-level government executives organized to support the delivery of high-quality and cost-effective IT services to their customers. Market Connections released the findings at the GITEC annual summit, a forum for government leaders, industry and academia to share ideas, challenges and successes surrounding the implementation, management and use of Information Technology.

Lisa Dezzutti, president of Market Connections, said, "The findings show real progress in some emerging technology and application areas. But technology engines don't seem to be revving to keep up with needs. When asked if innovations have found their way into daily applications, more federal decision-makers compare their agencies to vintage cars rather than today's hybrids."

The majority of the 223 survey respondents serve in management, operations, or IT/MIS roles, with 39% of them employed in defense/military agencies and 61% employed in federal civilian or independent agencies.

The full report can be found at www.marketconnectionsinc.com/GITEC. Survey highlights indicate:

- Wireless/mobile solutions and cloud computing were cited most often as technologies that, while beneficial or promising, remain the most overlooked. In fact, nearly three-quarters of respondents were either unsure if their agency has a cloud deployment plan or very clear that it doesn't have a plan.
- Forty-five percent (45%) of respondents said their agencies are perpetually behind the technology curve compared to the private sector, while another 39% say that old legislation negatively impacts their agencies' adoption of new technologies.

- Budget limitations narrowly outpace security concerns as the top two challenges confronting the implementation of upcoming technology initiatives. In fact, 18% reported that general hardware and software updates were the most beneficial new or innovative technologies implemented in the last 12 months.
- Nearly three in ten respondents say their agencies are not actively engaging Gen Y in the workforce; however, more than a quarter are offering competitive salaries and benefits, providing flexible work environments and increased coaching and training, respectively.

Joseph F. Klimavicz, Vice President, GITEC Chair, GITEC 2010 Summit, said, “We’ll combine the insights from the survey findings with feedback gathered at our GITEC Summit this week to develop initiatives that facilitate idea sharing and collaboration among a new era of government IT professionals working under a new administration.”

Founded in 1996, Market Connections provides comprehensive government market research services, enabling organizations to make informed, intelligent decisions that drive significant and measurable business improvements. The firm offers deep domain expertise in numerous markets, including federal, state, and local governments; information technology and telecommunications; healthcare; and associations and non-profits. For more information, please visit: www.marketconnectionsinc.com.

#