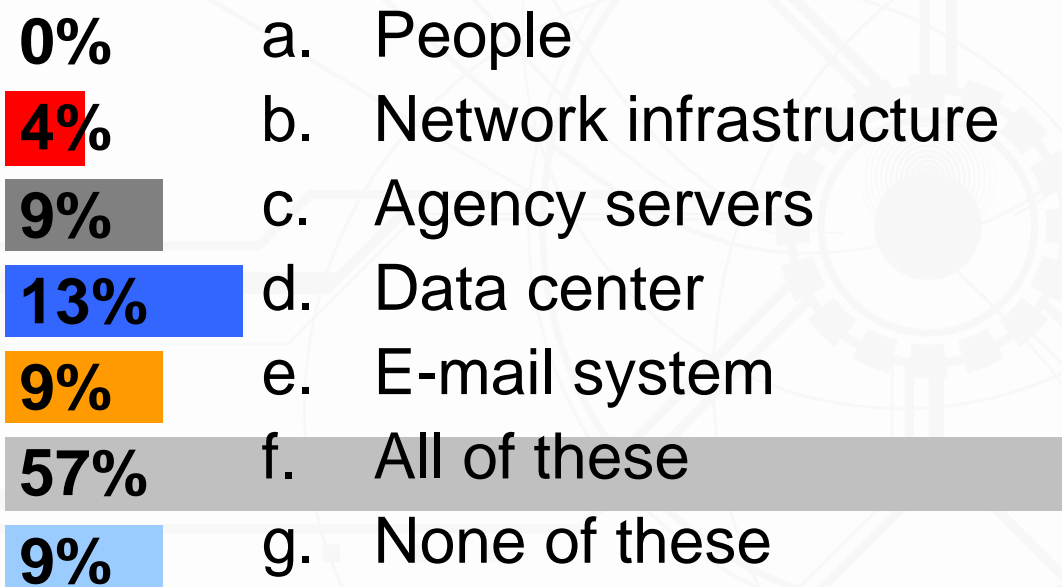


8. (State Attendees Only) Consolidation in my state is:

- 27%** a. Still in the planning stages
- 29%** b. A project just now underway
- 31%** c. About 50% complete
- 12%** d. “Virtually” finished

9. (State Attendees Only) Where is the focus of your state's consolidation initiative?



10. What is the #1 business driver for consolidation?

2%

a. Disaster Recovery

8%

b. Service Level Management

3%

c. Energy Savings

6%

d. Improved security

81%

e. Operational cost reduction

11. (State CIOs Only) My biggest obstacle to realizing a consolidated technology infrastructure in 2009 is:

- 25%** a. A lack of internal IT resources to dedicate to planning and implementing the project
- 46%** b. Resistance from departmental/agency stakeholders that want to “control” their own networks
- 4%** c. Funding to implement the new design
- 4%** d. Higher priority projects
- 21%** e. Cultural resistance to change