



(State Attendees Only) What do you see as the primary benefit of consolidation/shared services for your agency/department/enterprise?

39% a. Cost savings

43% b. Efficiency

14% c. Increased service levels

4% d. Improved security

1% e. Information sharing



What is the #1 obstacle to state consolidation efforts?

- 19% a. Employee/culture resistance to change/fear of resource reductions
- 26% b. Lack of leadership/must be a priority
- 17% c. Agreement among agencies/departments
- 38% d. Agency fears of relinquishing IT control



(State Attendees Only) Where is the focus of your state's consolidation initiative? Select all that apply.

93% a. Data center

51% b. E-mail system

80% c. Network infrastructure

85% d. Agency servers

55% e. People

0% f. None of these



## (State Attendees Only) Who is driving consolidation in your state?

17% a. Governor

17% b. Legislature

51% c. CIO/CTO

5% d. Other

11% e. Jeff Gordon