

The “new normal” means:

[Select the response you think is most applicable.]

28% A. States will be forced to do far more with less.

46% B. Innovation will no longer be an option, but a necessity.

22% C. Citizens will face higher taxes, reduced services or both.

4% D. A world without Michael Jackson.

(State Attendees Only) How much has your state's budget for technology been cut in the past couple of fiscal years?

38% A. 0 – 5%

26% B. 5% - 15%

31% C. 15% or more

5% D. Hold on a sec while my internet dial-up connects

What is the best way to overcome resistance to IT consolidation?

- 43% A. Hold agency heads jointly accountable for success.
- 13% B. Threaten agencies with reduced funding for noncompliance.
- 33% C. Conduct cost-benefit analyses to demonstrate cost savings.
- 8% D. Hold town hall meetings with agency staff to hear concerns.
- 3% E. Build an altar to Hephaestus, the Greek god of technology, and worship daily.