

Hackett / Accenture Presentation

Using an Economic Downturn as a Catalyst for Administrative Transformation

The combination of recessionary pressures, spiraling program costs, the aging government workforce, and chronic underinvestment in technology has driven state governments to a crossroads. We believe that for most states, a dramatic overhaul of the administrative functions now carries less risk than staying the course.

In this presentation, The Hackett Group and Accenture will present a vision of the next 5-10 years in Government Finance. Drawing on the benchmark data from 14 State Governments who have participated in the NASACT Benchmarking Program, Hackett and Accenture will show the widening gap in efficiency and effectiveness between states who use the current environment as a catalyst for change versus those to stay on their current course.

DAVID A. WILSON, Managing Director - Accenture

David A. Wilson is a managing director with Accenture, responsible for the firm's state and local government public sector finance and administration industry practice. Accenture's finance and administration industry provides business process and technology transformation solutions in the areas of finance and accounting, human resources, procurement, pensions, service transformation and technology infrastructure to public sector organizations including governments, higher education institutions and government health entities.

David also is Accenture's government finance and performance management service line director for North America, responsible for Accenture's thought leadership and offerings and capabilities development for the public sector Finance and Performance Management market. Most recently, David and his team have focused on the introduction of ERP implementation strategies, performance measurement techniques, shared services operating models and business process benchmarking into the public sector.

David joined Accenture in 1984, and over the last 24 years, has worked with various national governments, states, local governments and universities to implement ERP systems and transformation of administrative back office business processes. David works out of Accenture's Minneapolis office.

JEFFREY S. ROSENGARD, SVP & Managing Director - The Hackett Group

Jeffrey S. Rosengard is currently responsible for The Hackett Group's Global Benchmark Practice with Operations based in the U.S., Europe and Asia. He is also the practice leader for Hackett's Midwest Region supporting all lines of business, a member of the company's leadership team and the executive sponsor for the state government benchmark program in support of NASACT. Prior to his current responsibilities at Hackett, Jeff led Answerthink's transformation service line that assists companies to develop and implement comprehensive operational improvement strategies that leverage proven best practices. Prior to the Hackett's 1997 merger with Answerthink, Jeff was a vice president of The Hackett Group and a member of its management committee. Prior to joining The Hackett Group in 1993, Jeff had numerous practice leadership positions on local, regional and national level at Coopers & Lybrand including the formation and direction of Coopers & Lybrand's National Treasury Consulting Practice. He also held management positions in the finance and business planning areas of NCR Corporation and American Consumer Products.

Mr. Rosengard has over 25 years of business management and advisory experience in working with senior executives from numerous domestic and multinational Fortune 1000 companies along with a variety of federal, state and local governments in developing comprehensive transformation strategies to migrate to world-class performance from both an

efficiency and effectiveness perspective. These efforts have included a wide range of business transformation activities including business turnaround, merger acquisition and integration, benchmarking, strategic planning, tactical visioning and process improvement. His extensive knowledge of best practices has enabled clients realize substantial cost savings, incremental value creation and improved service that have resulted in well over a billion dollars in annual savings across their enterprises. Representative clients include AT&T, Avon Products, Bausch & Lomb, CBS, Ford Motor Company, General Electric, IBM, JP Morgan, Motorola, OSI Restaurant Partners, Parker Hannifin and Sara Lee Corporation.