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FedSources Announces "Federal Outlook® 2008"

This year's conference to focus on finding opportunities amid double-digit budget cuts

McLean, VA – FedSources, a Washington Management Group Company and the recognized leader in government market intelligence research, today announced plans to host its 23rd Annual Outlook® Conference on April 10, at the Hilton McLean Tysons Corner.

The theme for this year's conference is *Finding the Path to Opportunity Amid the Potholes*. The conference will focus specifically on highlighting the pockets of opportunity for government business in the midst of what are, in some cases, double-digit cuts in contract spending.

"This year, we will break out areas of opportunity by function as well as by agency," said Ray Bjorklund, chief knowledge officer at FedSources. That type of segmentation, he said, will be more effective in finding an area of opportunity suitable for a certain category of business, that may not have otherwise been as apparent.

Defense, for example, is seeing double-digit cutbacks. Yet, certain high-tech equipment accounts are increasing, as Defense moves forward in refurbishing and replacing equipment in its "reset" mode, Bjorklund said.

"Science and technology has also gotten a big boost," Bjorklund continued. "Scientific research is seeing a significant increase in spending, although the agencies that typically spend money on scientific research are cutting back overall."

Numbers and Hidden Messages

The conference will be presented in two parts:

- "Messages from the Budget", will provide an in-depth analysis of spending across defense and civilian agencies, specifically calling out changes over last year
- "Strategic Choices for Industry", will provide an in-depth analysis of the trends and drivers that will impact the market in GFY2009 and how various categories of business might respond

In particular, the second half of the conference will focus on the subliminal areas – the "hidden messages" – coming out of the numbers. "Part two will focus on the dynamics within government," Bjorklund said. "We'll look at what's on the mind of the CIO, and what will influence that CIO's buying decisions in the coming months."

To register for this year's conference, or for more information, call 703-610-8700 or visit

www.fedsources.com.

About FedSources

FedSources, A Washington Management Group Company, has been providing information and insight to industry and government decision makers via market intelligence services, customized consulting and informational events. These programs, underscored by a hands-on approach to client support, have been



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enabling companies and government agencies to make better business decisions for over two decades. FedSources is headquartered in McLean, VA. For more information visit: www.fedsources.com.

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