

Using the Cloud to Weather the Fiscal Storm – Management Advisory



www.proofpoint.net

November 2010

Dear Government Executive

Across government, there is increased attention on effectiveness, efficiency, and accountability. With the recent elections, these issues are likely to get even greater attention. The fiscal “weather report” might be summarized by the chart below.

Executive Area of Interest	Status
Political Weather	Financial Storm
Department-level initiatives	Cut billions of dollars in 5 years
Organizational Efforts	Eliminate headquarters / sub-organizations
Financial Efforts	Reduce costs / Increase efficiency
Staffing – contractors and employees	Dropping
Equipment & Infrastructure	Worn

The overriding message in the report may be best summarized as, “Don’t wait to be told how and when to achieve efficiency by other agencies. Develop the optimal solutions in your own organization.”

Every senior executive is looking for ways to balance the need for performance excellence and fiscal responsibility. In this issue of **Government Executive Management Advisory** we suggest an approach.

Best regards, Jim

Featured Article

In August 2010 while discussing international health assistance, Secretary of State Clinton noted, “We must be strategic and make evidence-based decisions in targeting the most dangerous threats, to ensure our investments that – after all, come from the American taxpayer – deliver results.”

Her comments have been echoed by other senior executives wrestling with equally complex financial issues: Service support and advisory contractors tend to be costly and time consuming; support staffs are often too large; layers of bureaucracy make it difficult to “see” and coordinate; too many resources going to overhead means fewer going to key operations; data are too valuable to lose year after year.

In sum, executives are in need of solutions that:

Improve visibility, clarity, transparency, cross-organizational communications, and cooperation

Increase “performance intelligence” leading to decision superiority

Provide a mechanism for leader and staff turnover that enhances continuity and sustains momentum

Achieving results faster requires quicker solution implementation, faster and more valid analyses, better informed decisions, and a reliable audit trail. *This requires the power of the Cloud.*

Cloud-based analysis, management, and decision systems provide benefits immediately and over the long haul: Improved understanding of key issues, focused solutions, enhanced reporting precision, improved alignment, improved responsiveness, safer and more efficient operations, and increased compliance, and “performance organizations” driven by data.

Dr. Jim Hill (jim.hill@proofpoint.net) is the CEO of Proofpoint Systems, a leading provider of easy-to-use organizational performance support systems that help clients solve their toughest business issues.

Copyright© 2010 Proofpoint Systems, Inc. All rights reserved. 650-968-7032
Proofpoint Systems | Silicon Valley | Washington, DC

Thank you for your interest in Proofpoint. If you’d rather not receive e-mails about Proofpoint, [click here](#) and send me an Email.