

Federal Stimulus Survey Report

Adapx

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Introduction

Many people are focusing on how companies and government agencies across the nation are planning to use the \$787 billion economic stimulus package to rebuild crumbling roads and bridges, modernize public buildings, and put people to work cleaning the air, water, and land. Among other issues – questions have been raised about how money will be allocated to worthy projects, how quickly work will begin on those projects, and finally how immediately the benefits of those projects will be felt in the economy.

A survey of 400 companies and government agencies show that many organizations vying for stimulus money face a common chicken or egg situation – which can limit the ability for them to both obtain and spend stimulus funds. The respondents were in public and private utilities, construction, engineering, survey, public works, state and local governments.

Among the many reasons that organizations are seeking stimulus money is to help compensate for resource cuts due to declining budgets and the poor economy. Ironically, the resource constraints faced by many organizations is also hindering their ability to successfully create compelling cases for more resources in the form of stimulus money.

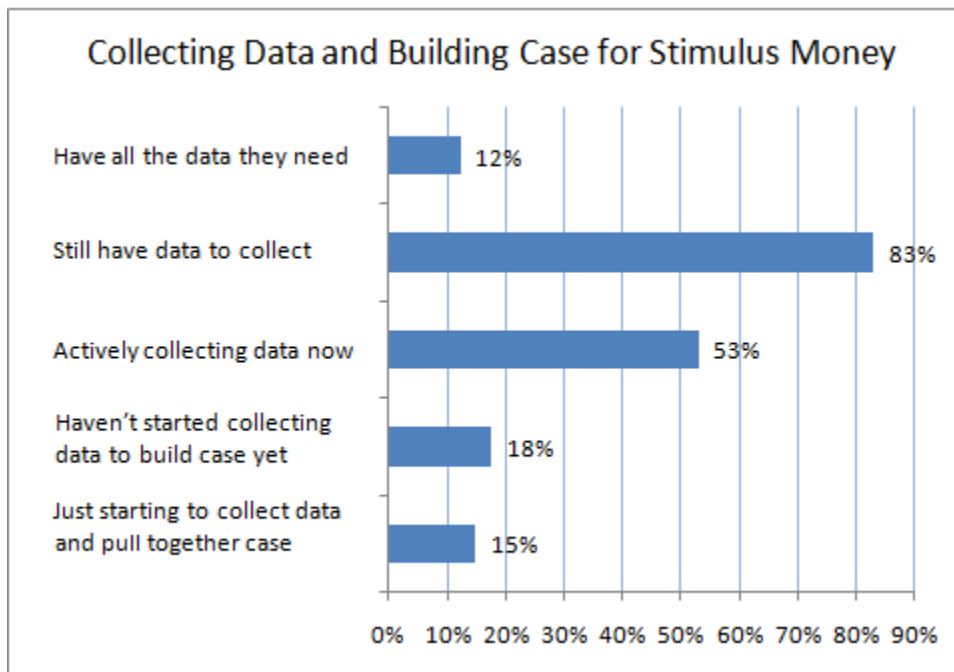
Even those that are successful in obtaining stimulus funding face challenges. The same resource gaps also hinder their ability to immediately execute on the stimulus projects, which slows down their spending and the desired positive impact of that spending on the greater economy.

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Stimulus Funding: Collecting Data and Building the Case

Of the 400 companies and agencies surveyed, 53% were actively building cases for stimulus funding. 83% of those organizations still had some degree of data to collect on their projects to support their case. Just 12% had all the data they need.

Many teams are finding that building compelling cases for stimulus money requires a resource investment to accurately document and justify their needs for stimulus money.

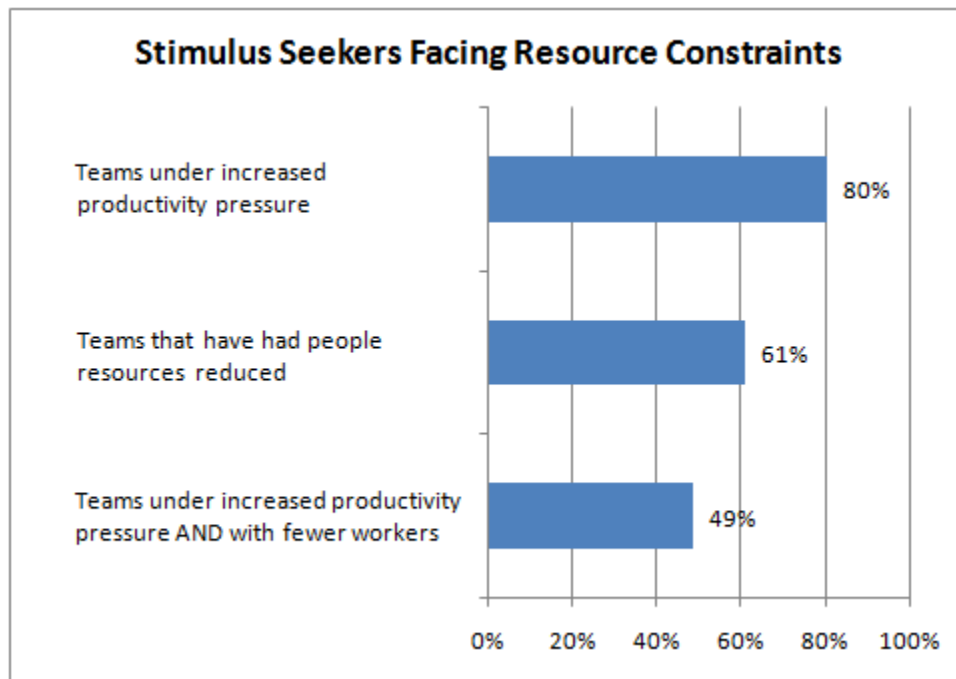


Stimulus Funding: Teams Facing Resource Constraints

Most of the companies and agencies seeking stimulus money are also facing pressure from resource cuts and / or the need to improve productivity. In many cases, this can be seen as a reflection of their need for stimulus money to compensate for resources cut elsewhere. 61 percent of the teams have fewer people than in the past. 80 percent are under pressure to increase their productivity.

Approximately half of the stimulus seekers had faced both staff reductions and pressure to increase productivity with their remaining staff.

At a time when teams need to invest in building compelling cases for stimulus money, many are struggling to even keep up with current workloads due to reductions in personnel or pressures to increase output with their existing staff and resources.

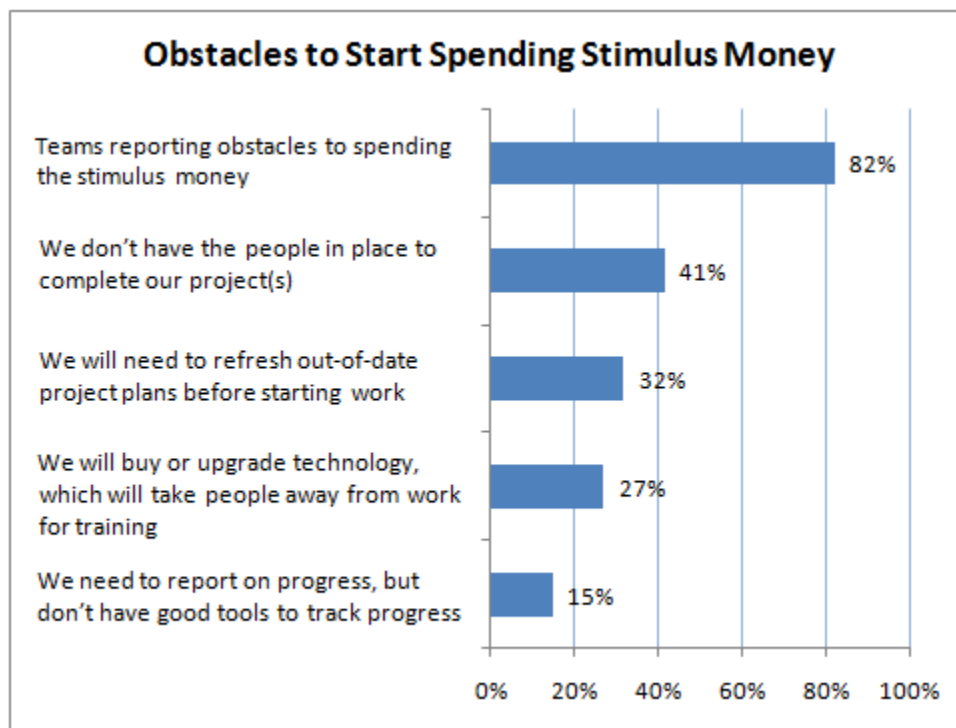


Stimulus Funding: Obstacles to Spending the Money

The resource constraints and productivity pressure not only impact the ability of organizations to make their cases for stimulus money, but they also have an impact on organization's ability to start fully spending the stimulus money once it's granted. 82% of teams reported obstacles that would prevent them from immediately starting to spend stimulus money.

41% of the respondents said that once they receive funds, they face the challenge to execute due to lack of staff. 32% have out-of-date plans which need to be updated. 27% have to implement complex technology upgrades in order to even start projects.

The results suggest that rather than giving an immediate jolt to the economy, stimulus spending will be delayed as most respondents don't have the immediate resources to complete their proposed projects.



Methodology

The survey was conducted using internet-based survey tools and face-to-face intercepts between 1 June and 1 August 2009. The respondents were in public and private utilities, construction, engineering, survey, public works, state and local governments. The face-to-face surveys were conducted at random among attendees of the ESRI User Conference in July 2009.

The relevant questions reflected in this report were as follows:

Have your resources for field operations been cut at all during the current economic downturn?

Yes No

Are your field teams facing pressure to increase productivity?

Yes No

Does your organization have fewer people in the field collecting data than in the past?

Yes No

Is your organization building a case for stimulus money or additional resources?

Yes No

Is there more information you could collect to support your case for stimulus money or more resources?

Yes No

How good is your case for stimulus money or more resources?

- We haven't started building it yet
- Still collecting data for case
- Starting to pull together case
- We have all the data we need

Do you have the resources you need to collect the data and make the most compelling case for more resources?

Yes No

Once you receive stimulus money, what will be the biggest challenges you'll face in completing your project(s)? (check all that apply)

- We don't have the people in place to complete our project(s)
- We need to report on progress, but don't have good tools to track progress
- We will buy or upgrade technology, which will take people away from work for training
- We will need to refresh out-of-date project plans before starting work