

## MEMORANDUM

To: Our Valued Customers  
From: Sheshunoff Information Services  
Subject: Highlights

---

Thank you for your order for *State & Local Government: Technology Planning and Management*. This manual is designed to help you develop a plan for evaluating your current technology needs and charting a course for the future. Because technology itself is complicated, and because it has become so vital to government operations, there is an important need to incorporate technology goals into the planning process.

The potential difficulties of the planning process can be minimized through the use of a structured methodology. This manual presents a methodology that provides government officials, executive management, department managers, and information technology (IT) managers the structure they need to successfully complete the technology planning process.

We appreciate the opportunity to serve your information needs. If you have comments or questions, or if you would like information on another Sheshunoff product, please call 1-800-456-2340, or visit our web site at [www.sheshunoff.com](http://www.sheshunoff.com).