

# DISCUSSION ON STAFF RETENTION

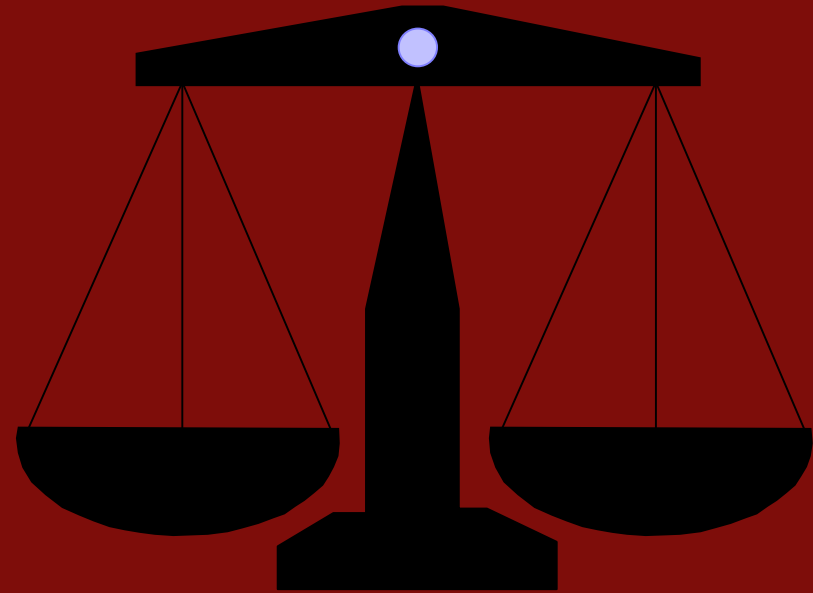
John Poracky  
Partner, M. Wood Company



FCW 1998 Spring Technology Summit

# TWO LEVELS OF IT STAFF RETENTION IN GOVERNMENT

- Stay greater than 10 years
- Stay less than 10 years



# RUN YOUR ORGANIZATION LIKE A BUSINESS

- Set the vision
- Establish the goals
- Develop the strategy
- Conduct the cost/benefit analysis
- Sell
- Program management
- Implement



# WORK WITH RESOURCES

## INTERNAL

- Human Resources
- Legislature
- Purchasing
- Government Bodies

**COMMUNICATION**



## EXTERNAL

- Schools
- Local Area Businesses
- Chamber of Commerce

