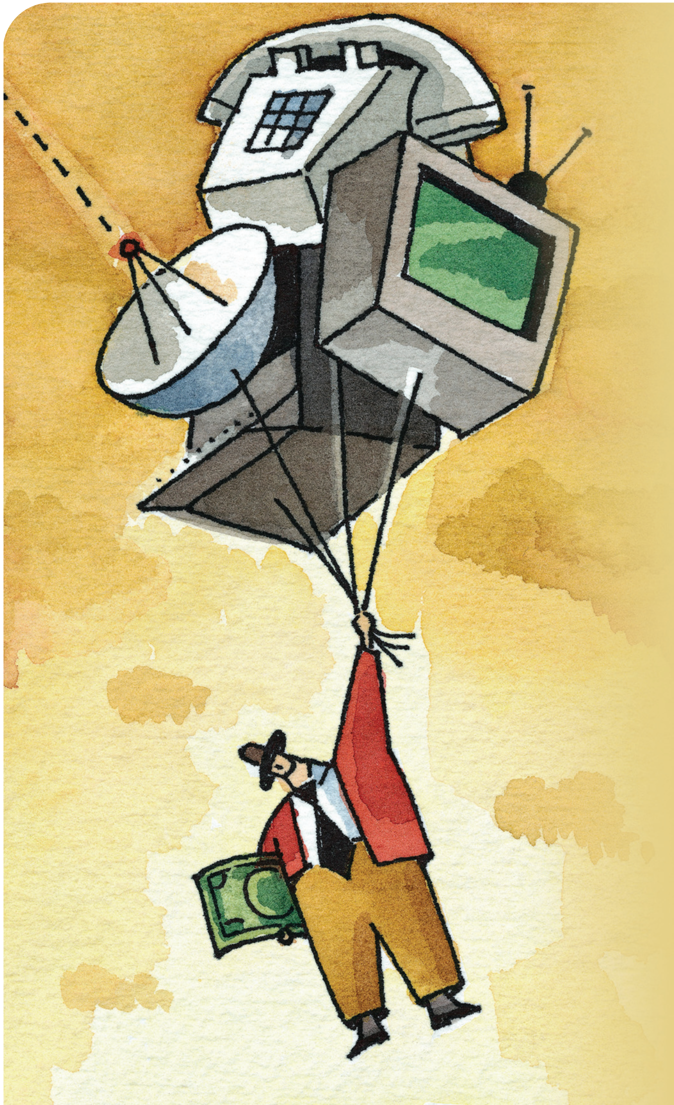
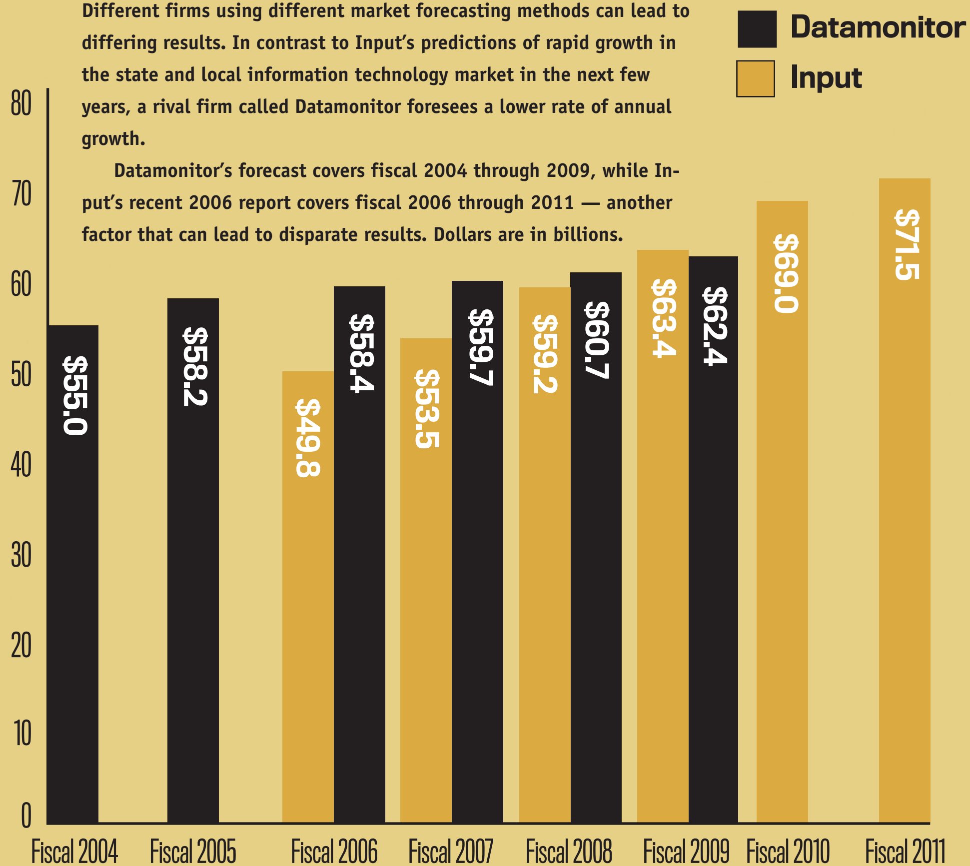


Cloudy crystal balls

Different firms using different market forecasting methods can lead to differing results. In contrast to Input's predictions of rapid growth in the state and local information technology market in the next few years, a rival firm called Datamonitor foresees a lower rate of annual growth.

Datamonitor's forecast covers fiscal 2004 through 2009, while Input's recent 2006 report covers fiscal 2006 through 2011 — another factor that can lead to disparate results. Dollars are in billions.



Input compound annual growth rate: 7.5 percent
Datamonitor rate: 2.6 percent

Sources: Input and Datamonitor