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## **ESI Reinforces Historical Government Focus** *Promotion, New Hires Enhance Government Voice & Support*

**ARLINGTON, Va. USA** – (Mar. 15, 2010) – Since its founding in 1981, ESI International has had a strong commitment to helping U.S. federal, state and local government agencies fulfill their missions. Today, ESI announced several actions designed to enhance its support of government agencies as they continue to deal with the challenges of the economy and realign strategic initiatives to the new administration's performance expectations.

- Bill Damaré, Vice President, Government Markets, ESI, has been appointed to ESI's Global Executive Management Team to strengthen the voice of government clients at the highest levels of the company. Damaré will be the fifth executive serving government clients on the team and the first whose role, and voice, are 100 percent dedicated to driving success for government clients. During his more than 20-year career, Damaré has worked with a wide range of U.S. defense and civilian agencies including: the U.S. Departments of Commerce, Navy & Air Force, the U.S. Office of Management and Budget, NATO, Departments of Transportation in Michigan, Virginia and California as well as the Los Angeles County Department of Mental Health Services.
- Dennis Ward has joined the ESI team in the newly created position of Government Program Manager/Subject Matter Expert. Ward will focus on serving as a bridge between ESI government clients and the product development team, enhancing ESI's government-specific expertise to better meet the highly specialized learning and development needs of government agencies and their personnel. Ward has more than 15 years experience supporting the U.S. Federal government.
- Several government specific positions have been added by ESI, including a curriculum solutions manager who will focus solely on tailoring ESI learning content for U.S. federal, state and local government needs.

"This natural progression of our 29 years of government service simply brings a more formal voice and focus to our on-going commitment to federal, state and local government," said John Elsey, President & CEO, ESI. "We remain dedicated to honoring our reputation for the highest quality, government specific learning and development solutions."

"Whether at the federal, state or local level, fulfilling agency missions has never been harder," said Damaré, "all agencies are being forced to do more with less; federal influence on state's has never been stronger; and the federal government is shifting away from contractors."

"To succeed agencies need to hire the right people and equip them with the knowledge and skills to successfully and confidently navigate the complexities of government rules and regulations surrounding projects and contracts," said Damaré. "ESI has led the way for government agencies since our founding and we will continue to lead the way in helping government succeed."

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### **About ESI International**

ESI, a subsidiary of Informa plc (LSE:INF), helps people around the world improve the way they manage projects, contracts, requirements and vendors. In addition to ESI's more than 100 courses delivered in 22 languages at more than 85 locations worldwide, ESI offers ten certificate programs through our educational partner, The George Washington University in Washington. Founded in 1981, ESI's worldwide headquarters are in Arlington, Va., USA. To date, ESI's programs have benefited more than one million professionals worldwide. For more information visit [www.esi-intl.com](http://www.esi-intl.com).

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