

SAGE 497 CONSULTING NEWSLETTER

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October 2026



Planning Ahead

Strategic Planning Services

- Strategic Plans
- Tech and Operational Roadmaps
- COOP and DR Plans
- Incident Response Plans
- Tabletop Exercises

With year-end approaching, October is a great time to review plans, processes, and priorities while looking ahead to the new year.

I've learned that planning isn't just about having a strategy. It's about making sure people understand it, communicate effectively, and know their responsibilities.

Are your procedures current? Have you reviewed your priorities? Are teams, leadership, and partners collaborating effectively?

For some organizations the end of the calendar year brings a slower pace, creating a valuable opportunity to focus on strategic planning, improve processes, address gaps, and prepare for the year ahead.

Planning and preparedness are ongoing processes of reviewing, collaborating, learning, and improving. Sometimes small adjustments and better communication can make a significant difference.

At Sage 497 Consulting, we help organizations strengthen their planning, preparedness, and strategies for the future. ~ Mike Sage ~

— 01/03

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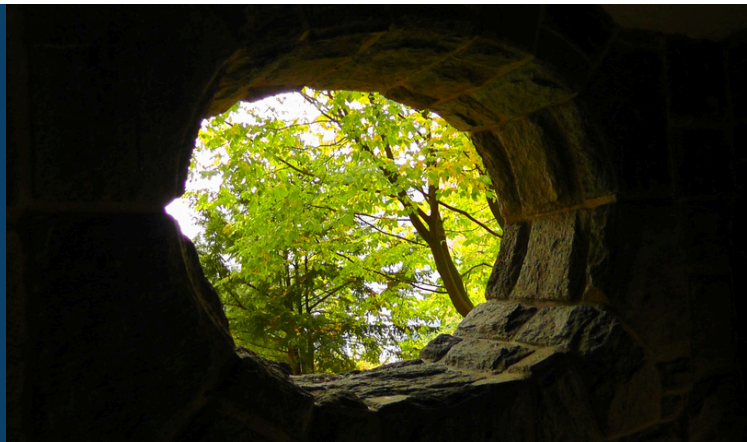
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Lastest Insights

- [The Exercise Is Over. Now What? Why After Action Reviews Matter](#)
- [September Is National Preparedness Month: What Are You Waiting For?](#)



Turning Government Technology Priorities into Action

The 2026 Digital Counties Survey highlights the top technology priorities facing county governments. Cybersecurity, budget management, AI, disaster recovery, collaboration, and governance continue to be key focus areas.

What stands out is how interconnected these priorities are. Effective technology planning isn't just about implementing new solutions. It's about aligning investments with organizational goals, managing resources, and preparing for the unexpected.

At Sage497, we help organizations address these priorities through Continuity of Operations (COOP) and Disaster Recovery (DR) planning, technology and cybersecurity assessments, budget and strategic planning, technology roadmaps, and IT governance. Our focus is on identifying gaps, prioritizing investments, and developing practical plans for moving forward.

With budgets tightening and technology demands growing, strong governance, collaboration, and planning are more important than ever. Organizations need to ensure investments support long-term goals rather than simply addressing immediate needs.

The challenge isn't identifying priorities; it's turning them into action. Whether you're reviewing plans, preparing budgets, or developing a technology roadmap, Sage497 Consulting help.

The Value of Building Relationships Before You Need Them

Some of the most valuable resources an organization has aren't technology, funding, or even processes. They're the relationships built with people, organizations, and partners along the way.

Strong relationships don't happen overnight, and they certainly don't maintain themselves. Like anything worthwhile, they require time, attention, communication, and a willingness to give as much as receive. Whether it's checking in with a colleague, sharing information, making an introduction, or offering assistance, these small efforts help relationships grow and remain healthy.

As some traditional information-sharing networks and collaborative groups have become less active or scaled back their activities, maintaining personal and professional connections is more important than ever. Organizations can't always rely on established channels to stay informed, connected, or supported.

Sometimes a simple conversation with a trusted colleague can provide valuable insights, open doors, or help solve a challenge.

The best time to build a relationship is long before it's needed. Collaboration shouldn't begin when there's a problem to solve or a favor to ask. Strong relationships develop through ongoing engagement, mutual respect, trust, and a genuine interest in helping others succeed.

As the year winds down, it's a great opportunity to reconnect with colleagues, establish new connections, and continue investing in existing relationships. A simple conversation or shared experience today could make a significant difference tomorrow.

“Everyone has a plan until they get punched in the mouth.”

Mike Tyson

