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## **BPM Partners BudgetLock Plus Eliminates Budget Overruns and Business Performance Management Project Surprises**

**Stamford, CT—January 13, 2010**—BPM Partners, the leading independent authority on Business Performance Management (BPM), today announced a new service, BudgetLock Plus™, which guarantees the successful implementation of a BPM project within a targeted budget range. The final cost of performance management deployments typically includes best practice guidance, tools, methods, implementation consulting, and the core technology.

“Today, companies are far more cautious and cost-conscious than ever before,” said Craig Schiff, CEO, BPM Partners. “A Business Performance Management solution can be one of the primary keys to unlocking corporate profitability and success but, like any enterprise software implementation, it can also fail to deliver on its promise if not selected and implemented correctly. Poor definition of requirements, the wrong solution for the job and inadequate training for end users are all reasons projects fail.

“Because of the high profile and strategic nature of BPM implementations, every less-than-optimal implementation has the potential to become a ‘money pit’, where initial budget overruns are soon dwarfed as the team tries to remedy various issues,” Schiff warned.

### **BudgetLock Plus Is First BPM Deployment Program to Lock in Price and Results**

Because of BPM Partners’ status as the leading independent authority on BPM and their strong relationships with the broad vendor community, they are able to uniquely direct potential end users to the optimal solution for them in a cost-effective manner. BudgetLock Plus not only helps identify more cost-effective technology alternatives, but also includes the necessary preparation and proven methodologies to ensure a successful deployment. Customers are involved every step of the process and ultimately select the vendor themselves from a group of appropriate solutions. The service delivers:

- A comprehensive project plan identifying critical path activities
- Detailed requirements identification and assessment building on best practices and the latest functional capabilities of leading BPM solutions
- Comprehensive evaluation of technology solutions and implementation service providers
- Solution design, development, and deployment

The vendor community has also recognized the necessity of offering cost-effective solutions with enterprise solution providers IBM Cognos, Oracle and SAP AG, as well as financial performance management-focused vendors Adaptive Planning, PROPHIX and Tagetik, all affirming their commitment to offering cost-competitive solutions for our price-conscious customers. For a summary of the position for each of the vendors listed as well as links to their offers for cost-conscious buyers, please refer to this link: [www.bpmpartners.com/aboutus\\_news\\_blp.shtml](http://www.bpmpartners.com/aboutus_news_blp.shtml).

### **About BPM Partners**

BPM Partners is the leading independent authority on business performance management (BPM) solutions. The company helps companies address their budgeting, planning, financial reporting, regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges with vendor-neutral experts who can guide companies through their BPM initiatives from start to finish. BPM Partners has specialized packages that lead clients through project justification, requirements definition, vendor selection and deployment

of departmental or enterprise-wide BPM or business intelligence (BI) systems. For further details, go to <http://www.bpmpartners.com>.

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