



Contacts:

John Colbert
BPM Partners
203-359-5639
jcolbert@bpmpartners.com

Roberta Carlton
SparkSource, Inc.
(781) 274-6061 x 210
rcarlton@sparksources.com

BPM PARTNERS CONTINUES GLOBAL EXPANSION, OPENING AUSTRALIAN OFFICE

Stamford, CT, USA and Melbourne, Australia —July 19, 2004—BPM Partners, the leading independent authority on business performance management (BPM) solutions, today announced that it has opened its second international office, in Australia.

The BPM Partners Australia team is based in Melbourne and like the other BPM Partners offices, the Australian team is comprised of professionals who not only understand the importance of performance management, but also have wide experience planning and implementing BPM projects. Performance management expert, Warren Slabe, leads BPM Partners Australia. Over the past five years, Slabe has worked extensively with a variety of BPM solutions, including the Geac Performance Management Suite and the SRC Software Performance Management Suite and was instrumental in successfully importing the SRC software suite into Australia for the first time.

“Warren has a tremendous amount of experience in the BPM industry and is the perfect partner for our first Asia-Pacific office,” said Craig Schiff, president and CEO, BPM Partners. “We have identified the Asia-Pacific as a growth market, and we’ve opened this office to ensure we can properly support our global customers as well as take advantage of the local business opportunities.”

The new BPM Partners Australia will provide both Australian companies and global companies with Australian offices with access to the BPM Partners’ unique requirements collection and needs analysis, vendor selection methodology as well as engagement management and implementation services. BPM Partners will also help facilitate activities within the Australian Chapter of the BPM Standards Group, which held its first meeting in June 2004 in Sydney. The founding members of the group are Applix, BPM Partners, Hyperion Solutions, IBM, IDC, META Group, SAP AG and The Data Warehousing Institute (TDWI.) New members include Cognos, Deloitte, and Outlooksoft, among others.

The company also helps organizations consider the risks and benefits of a BPM implementation through access to a variety of resources, such as the annual BPM industry survey results and BPM Pulse dashboard.

“Given the importance of the Pacific region to global corporations and the substantial time zone differential between the UK/US and this region, BPM Partners needed a local

presence to support and assist clients based here,” says Slabe, managing director, BPM Partners Australia. “The opportunity to work with the BPM Partners team in this dynamic, exciting and burgeoning industry is one that I could not pass up. BPM Partners will bring a much-needed independent player into this region; one that truly understands the core reasons organizations are rapidly implementing BPM solutions as well as all the vendor offerings in the market.

BPM is a combination of business processes, select measures (metrics, key performance indicators) and systems that enable an organization to understand, act on and influence its business performance. Budgeting, planning, consolidation, scorecards, dashboards, business intelligence (BI) and analytic applications all fall under the BPM umbrella. In addition, regulatory issues such as Sarbanes-Oxley, Basel II, and IFRS compliance are often business drivers for today’s BPM applications.

About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) solutions and a founding member of the BPM Standards Group. BPM Partners’ vendor-neutral consultants guide companies through their BPM initiatives from start to finish, helping companies attain the maximum value from their business performance management initiatives. This is done through hands-on services that provide insight on how to collect and analyze the right information to address specific business goals. BPM Partners leads clients through vendor selection, evaluation and implementation of departmental or enterprise-wide BPM systems.

By analyzing and then matching the client’s requirements with the appropriate vendor, BPM Partners helps companies narrow the selection of vendors from a lengthy industry list that includes Applix (Nasdaq: APLX), Cartesis, Cognos (Nasdaq: COGN), Geac (TSE:GAC), FRx Software, Hyperion (Nasdaq: HYSL), Longview Solutions, OutlookSoft, PeopleSoft (Nasdaq: PSFT), SAP (NYSE: SAP), SAS, Satori Group, SRC Software and others. For further details, go to www.bpmpartners.com

###