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BPM PARTNERS LAUNCHES NEW FINANCIAL SERVICES INDUSTRY-SPECIFIC DASHBOARD

-- Independent Authority Provides Solution to Accelerate implementation and Reduce Total Cost of Ownership for Performance Management Implementations --

STAMFORD, CT—OCTOBER 19, 2004—BPM Partners, the leading independent authority on business performance management (BPM) solutions, today announced the availability of its industry-specific dashboard for financial services organizations. The BPM Partners Financial Services Industry Expert (IndEx) Pack provides a way to monitor and assess the performance of the entire business, or the performance of specific individual units or divisions. BPM Partners' dashboard comes pre-populated with industry-standard metrics and Key Performance Indicators (KPIs), built upon the company's experience with financial services clients such as Citigroup and HCC Insurance Holdings, Inc. This allows financial service institutions to quickly implement a BPM initiative and provides "one stop shopping" for executives and managers. The IndEx Pack can address corporate performance and compliance initiatives, while also creating a standard across the enterprise for all financial management activities. Sample screenshots can be viewed at: www.bpmpartners.com/indexpack.shtml .

"It is vital that financial services executives and managers have a single source for performance information," said Craig Schiff, CEO, BPM Partners. "The ability to proactively manage risk, while keeping a pulse on customer and product profitability, is a core differentiator in this industry. Our Financial Services IndEx Pack is the tool to help financial institutions better monitor and measure the state of the business, empowering them to make more strategic business decisions and remain competitive."

BPM Partners has continued to demonstrate its expertise in the financial services market with a number of recent client additions in the banking and insurance industries. BPM Partners has been invited to participate in the Business Performance Management Summit, opening today at the Marriott Financial Center in New York (<http://www.bpmsummit.net>) and the 2004 e-Financial WorldExpo, November 18 and 19 at the National Trade Centre at Exhibition Place, in Toronto, Canada (www.efworldexpo.wowgao.com). Earlier this month, Schiff was the keynote speaker at ThomsonMedia's Financial Services Summit hosted by Oracle Corporation in New York City.

This is the second in the series of vertical-industry-specific IndEx Packs; the company previously released an IndEx Pack for Healthcare. The BPM Partners' IndEx Packs provide industry-specific, Web-based, packaged dashboards pre-populated with best practice metrics and measures. The dashboards work with a wide variety of industry standard BPM applications.

The Financial Services IndEx Pack allows users to easily combine raw data from multiple sources such as data warehouses, legacy systems and other performance management applications. The BPM Partners Financial Services IndEx Pack includes pre-built charts, graphs and gauges as well as predefined metrics, both cross-industry and industry-specific. In addition, the IndEx pack allows for the addition of organizational specific metrics, addressing the metrics that are not standard across like entities. Specific financial services measures can range from business-specific information to strategic summary data. Examples include:

- Equity to Asset Ratio
- Return on Assets
- Risk-adjusted Return on Capital
- Mortgage, Commercial and Consumer Loan Revenue (\$ and %)

"BPM Partners provided structured processes, tools, contacts, expertise and insight ... that we didn't have in house," commented Mark Alan Buechler, vice president, financial reporting at HCC Insurance Holdings, Inc. "Their guidance and processes were tremendously valuable."

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; TSX:CSN), Geac (Nasdaq: GEAC; TSX:GAC), FRx Software, Hyperion (Nasdaq: HYSL), Longview Solutions, Oracle (Nasdaq: ORCL), OutlookSoft, PeopleSoft (Nasdaq: PSFT), SAP (NYSE: SAP), SAS, Satori Group, SRC Software and others. For further details, go to www.bpmpartners.com.

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