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**BPM Partners Launches Free Vendor Selection Service for Qualified Performance Management and Business Intelligence Buyers**

*Vendor Selection Value Pack Reduces Risk of Budget Overages, Shortens Deployment Timelines*

Stamford, CT, January 6, 2011 - BPM Partners, the leading independent authority on [business performance management](#) (BPM) solutions, today announced that it is making its popular [Vendor Selection Value Pack](#) (VSVP) free for a limited time to qualified buyers. The VSVP enables organizations to quickly and easily zero in on just those BPM technology solutions that address their particular needs.

Team leads can nominate their project for a free Vendor Selection Value Pack by contacting BPM Partners directly. Requirements include:

- A budgeted and funded BPM project
- Documented performance management plans
- Documented business requirements

“This program saves companies significant time that is typically wasted evaluating non-relevant vendors,” said Craig Schiff, CEO of BPM Partners. “The Vendor Selection Value Pack can introduce buyers to unfamiliar solutions that could turn out to be the best fit. Most importantly, this service greatly reduces the likelihood of a project that goes significantly over budget or falls short of fulfilling key requirements.”

Almost a third of all BPM projects go over budget. However, the [2010 BPM Pulse survey](#) identified the characteristics of projects that are more likely to go over budget. For example:

- Almost half of all IT respondents reported that their BPM initiatives went over budget whereas only a quarter of Finance respondents reported overages.
- While a project based on best-of-breed packaged applications is over budget only 24 percent of the time, a BPM product strategy that focuses on a single mega-vendor’s product suite is over budget 46 percent of the time.

The Vendor Selection Value Pack involves a review of performance management plans, including both long term and current phase requirements and budgets. With this information in hand, BPM Partners experts suggest two to four vendors that, based on their ongoing research and analysis of more than 100 vendors, are most likely to meet the requirements today and into the foreseeable future.

“Vendor intelligence is key to keeping BPM and BI projects on track and on budget,” said Schiff. “Data from our annual BPM Pulse survey suggests that the vendor evaluation phase of a project can take some companies up to a year or more. Projects with an evaluation phase this long have a 64 percent chance of ending up over budget.”

To learn more about this offer or to nominate your company, go to:

<http://www.bpmpartners.com/vsvp.shtml>

**About BPM Partners**

BPM Partners is the leading independent authority on business performance management (BPM) and business intelligence solutions. The company helps organizations address their budgeting, planning, financial reporting, regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges with vendor-neutral experts who ensure that project teams fully develop their organization's performance management vision and requirements and then meet those needs with an on time, on budget deployment of the best fit solution. . For further details, go to <http://www.bmpartners.com>.

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