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### **BPM PARTNERS UPDATES PERFORMANCE MANAGEMENT VENDOR SELECTION PROCESS**

-- Independent Authority on Performance Management Offers Needs Analysis, Creation of Short List and Vendor Selection, Including Online Vendor Search Tool --

**STAMFORD, CT—February 9, 2004**—BPM Partners, the leading independent authority on business performance management (BPM) solutions, today outlined a newly enhanced BPM Partners Vendor Selection Value Pack (VSVP), a unique service that helps companies select the most appropriate vendor for their business needs. The BPM Partners vendor selection service helps executives choose the right BPM solution with confidence, potentially saving them thousands of dollars in wasted time and misguided solution purchases.

“A poor match between vendor capabilities and the organization’s needs is one of the primary reasons for the failure of business performance management initiatives,” said Craig Schiff, president and CEO of BPM Partners. “Hide the names and logos on the vendor marketing materials and Web sites, and BPM vendors all look very much alike. However, there are real differences at the product and application level. By working with our experts, BPM project managers and executives can sidestep the hype that clouds the real issues.”

BPM Partners’ VSVP begins with an audit, assists in the creation of a company-specific RFP, helps develop a short list of vendors, orchestrates and participates in vendor meetings and aids in the final vendor selection. A new addition to the process is BPM Partners’ exclusive online tool designed to provide a preliminary list of BPM vendors that meet a client’s unique requirements. BPM Partners VSVP, when combined with the online vendor search tool, allows a company to focus on the criteria, business drivers, measures and metrics that are unique to their organization. This minimizes project expense and maximizes the return on investment.

The online vendor search tool allows organizations just beginning their vendor selection process to use the goals of their BPM initiative and other company-specific characteristics to build a short list of BPM vendors. The vendor lists are derived from the inventory of more than 60 vendors listed in the 2004 buyers guide published by *Business Finance Magazine* and created by BPM Partners. This guide showcases the unique set

of industry expertise and hands-on implementation experience provided by the company's expert team.

A free trial of the vendor selection tool, allowing prospective clients to generate a preliminary list of vendors, is available at [www.bmpartners.com/vendor\\_search.shtml](http://www.bmpartners.com/vendor_search.shtml). BPM Central, part of the BPM Partners Web site, offers an array of free tools to support BPM implementation. For example, prior to using the new online vendor search, users can fine-tune their requirements by using BPM Partners' self-assessment audit.

BPM Partners is a steadfastly independent, vendor-neutral consultancy working directly with Fortune 1000 clients to develop requirements for BPM initiatives, evaluate and map vendor offerings to the project specifications and implement BPM activities globally. Because BPM Partners does not accept vendor finder's fees, their clients are able to take advantage of special vendor discounts that are offered by several vendors only to BPM Partners clients.

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 IAS 2005 compliance are often business drivers for today's BPM applications.

The new BPM Partners VSVP is available immediately. Introductory, intensive two-day audit and roadmap workshops for companies just starting their BPM initiatives are also available, starting at \$5,000.00. Details on these services are available at [www.bmpartners.com/services\\_specialpackages.shtml](http://www.bmpartners.com/services_specialpackages.shtml)

### **About BPM Partners**

BPM Partners is the leading independent authority on business performance management (BPM) solutions. 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, SRC Software and others. For further details, go to [www.bmpartners.com](http://www.bmpartners.com)

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