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## **BPM PARTNERS CREATES THE BPM IMPLEMENTATION ALLIANCE**

-- Independent Authority on Performance Management Creates a New Partnering Business Model Designed to Offer Access to a Unique Network of Performance Management Experts --

**STAMFORD, CT — FEBRUARY 23, 2004** — BPM Partners, the leading independent authority on business performance management (BPM) solutions, today announced the creation of a global network of performance management implementation experts called the BPM Implementation Alliance (BPMIA.) The members of the Alliance will share a methodology and approach to performance management that aligns with quality standards endorsed by BPM Partners. This alliance extends the independent, vendor-neutral status that has been a BPM Partners hallmark and is one of the reasons the consulting company has grown to be one of the most trusted sources of BPM solution information and expertise.

"This is a whole new approach to partnering," said Craig Schiff, president and CEO of BPM Partners. "Partner networks are usually organized around a single vendor's products but the BPM Implementation Alliance offers expertise across an entire industry, covering all the vendors. We believe each company's needs are unique and no one vendor or service provider can support them all. Collectively, the BPMIA can offer specific vertical expertise in almost any geography and with any product or solution."

Continued Schiff, "BPM is a growing market driven by real business needs. As companies worldwide turn to BPM to have a better understanding of business and for more strategic decision making, they will need the resources of expert consultants. The BPMIA will be that resource to help these companies design and implement BPM projects that achieve specific goals."

As IT projects have become more specialized and complex, organizations are more likely to need the services of a consultant with a specific set of knowledge and skills. This is especially true in corporate-driven initiatives such as Performance Management. There are significant risks in starting down the BPM road without a proven methodology or the guidance of someone who truly understands the options and has proven to reduce the risk of project failure.

The BPMIA's approach to performance management is based on the collective expertise of its membership and the vendor selection tools, methodology and organizational skills provided by BPM Partners. All members of the BPMIA have extensive experience deploying successful BPM solutions and are incorporating additional tools available to them from the rest of the network. The organization offers one-stop shopping for BPM solutions and services starting with needs analysis and requirements definition through successful implementation of the selected solution. In addition, the organization has a unique level of access to vendor solution roadmaps and future development plans due to the relationships developed by the BPM Partners team.

Two partners have already signed on as charter members of the Alliance and several others are in late stage discussions. These organizations offer a wide range of specific industry implementation experiences. The members of the Alliance announced today include:

- ITEC Corporation (White Plains, NY)
- ISA Consulting (Blue Bell, PA)

"BPM Partners is a much needed independent commentator on the performance management industry," said partner Dr. Chris Iervolino of ITEC Consulting Inc. "As such, they're uniquely qualified to provide value to organization's considering deploying performance management solutions. We were initially attracted to the idea of being able to extend our service offerings but the more we reviewed the concept, the more we appreciated the potential benefits this new business model will bring to our mutual customers."

The Alliance also supports the BPM Partners' Industry Expert (IndEx) Packs. The IndEx Packs provide industry-specific, Web-based, packaged dashboards pre-populated with best practice metrics and measures. The BPM Partners IndEx Packs will come complete with pre-built charts, graphs and gauges as well as predefined metrics, both cross-industry and industry-specific. Each package also provides the ability to include metrics that are unique to a company's specific strategic objectives. Utilizing their specific industry expertise, the Alliance members will enable BPM Partners to rapidly expand the industries served by the IndEx Packs.

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.

The Business Performance Management Implementation Alliance can be contacted at [http://www.bmpartners.com/services\\_request.shtml](http://www.bmpartners.com/services_request.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.bpmpartners.com](http://www.bpmpartners.com)

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