



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 AND NUCLEUS RESEARCH ANNOUNCE PARTNERSHIP

New ROI and Business Case Development Services Further Strengthen the BPM Partners Offerings

STAMFORD, CT—June 3, 2004—BPM Partners, the leading independent authority on Business Performance Management (BPM) solutions, today announced a partnership with Nucleus Research, a global provider of ROI-focused research and advisory services based in Wellesley, MA. BPM Partners will offer its clients access to Nucleus' return on investment (ROI) and business case development services as part of the BPM Partner Peak Performance Pack. BPM Partners is also making some of the Nucleus tools and research available on BPM Central, part of the BPM Partners website that offers free tools, research and other BPM-related materials to website visitors (www.bpmpartners.com/bpmcentral.shtml).

"BPM Partners can now offer a single, start-to-finish service for BPM initiatives – from the business justification during the earliest phase of an initiative, through the definition of requirements, solution selection, and, finally, successful engagement management and deployment," said Craig Schiff, president and CEO of BPM Partners. "In addition, our customers will be very comfortable with recommendations from Nucleus; the Nucleus vendor neutral business model is very similar to ours."

"Unfortunately, vendors continue to promote their performance management technology solutions as a cure-all for business challenges," said Nucleus Research CEO Ian Campbell. "They need to remember that today it's more about strategy and realignment of corporate practices with technology as an enabler. Companies will achieve an ROI from performance management only when they use the right metrics to measure performance and ensure the consistent application of management practices."

The fully integrated BPM Partners Peak Performance Pack includes:

- Needs assessment,
- ROI and business case development services,
- BPM audit and roadmap workshop,

- Requirements collection and analysis,
- Vendor selection,
- Engagement management, and
- Product implementation through the BPM Partners Implementation Alliance..

BPM Partners is a 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. BPM Partners provides tools and services to demystify the vendor selection and implementation processes, and further speed the process by which companies can deploy BPM solutions and then reap the benefits.

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 Nucleus Research

Nucleus Research is an independent global research and advisory firm that provides CFOs, CIOs and their staffs with the financial and technology expertise they need to evaluate and manage their information technology investments the same way they evaluate and manage other capital investments. Nucleus Research is the first firm of its kind to blend financial analysis with comprehensive technology expertise to deliver 100% impartial return-on-investment (ROI) data and financial analysis services to organizations worldwide. Nucleus analysts use an uncompromising set of processes and tools to evaluate the financial return on IT assets throughout a technology's life cycle, from selection and deployment to upgrade and retirement. Nucleus Research's ROI assessment methodology can be applied to virtually any technology investment. For more information visit: www.NucleusResearch.com.

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