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2009 BPM Partners Pulse Survey: In Tough Times, Executives Look to Performance Management for Solutions

Conducted in the Midst of the Market Downturn, Annual Survey Provides Insight and Opportunities for Gaining Business Advantage

Stamford, CT—June 23, 2009—BPM Partners, the leading independent authority on business performance management (BPM) solutions, released results of its annual BPM Pulse Survey. First conducted in 2003, this annual survey identifies important trends in Business Performance Management as well as market perceptions of vendors and service providers. With more than 750 responses, the BPM Pulse is not vendor sponsored and covers a wide range of geographies, industries and titles; (almost half the respondents were C-level or vice presidents).

“Never before have we conducted the Pulse survey during such a period of economic upheaval,” said Craig Schiff, CEO, BPM Partners. “And, yet, we find that more companies than ever are implementing performance management initiatives. Although IT spending may be down in many categories, there is heightened focus on companies looking to successfully deploy performance management solutions.”

In the 2009 survey, 81 percent of respondents had either completed a BPM initiative, had one planned or one in progress, up from 77 percent in 2008. When participants were asked specifically what impact economic volatility had on their projects, it became apparent that performance management becomes even more important during difficult financial times. Almost 40 percent of respondents commented that the economy would have no change in their plans. More than half would actually increase their focus on performance management. Only 10 percent suggested they would decrease their focus due to distractions or funding concerns.

Schiff continued, “It is not surprising that profitability optimization, operational analysis, scenario modeling, what if analyses and strategic planning were at the top of the list for all respondents. Our respondents are looking to improve company performance and operations.”

Select results from the new survey:

- Companies again named Budgeting and Forecasting as the primary BPM component being implemented. This is in line with improving performance and reducing costs.
- Financial Reporting ranked second. This is a change from previous years and is linked to the increased demands finance organizations are placing on their existing reporting systems.
- This year Strategic Planning took a back seat to Dashboards and Operational Analytics, perhaps indicating a focus on short term analysis and business visibility, as opposed to longer term strategic concerns.

An executive summary is available for free at
http://www.bpmpartners.com/bpmcentral_whitepapers.shtml

About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) solutions. The company helps companies address their budgeting, planning, financial reporting,

regulatory compliance, profitability optimization, key performance indicator (KPI) development, and operational performance challenges with vendor-neutral experts who can guide companies through their BPM initiatives from start to finish. BPM Partners has specialized packages that lead clients through project justification, requirements definition, vendor selection and deployment of departmental or enterprise-wide BPM or business intelligence (BI) systems. For further details, go to www.bmpartners.com.

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