

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 UNVEILS PULSE OF PERFORMANCE MANAGEMENT MARKET
WITH SURVEY RESULTS AND DYNAMIC DASHBOARD**

— The BPM Pulse provides “Guide-at-a-Glance” to the Real World of Business Performance Management Implementations; Provides Invaluable Tool for Companies Embarking on BPM Projects —

Stamford, CT—November 10, 2003—BPM Partners, the leading independent authority on business performance management (BPM) solutions, today unveiled the BPM Pulse, a dashboard and guide-at-a-glance to real world BPM implementations. The BPM Pulse (www.bpmpartners.com/pages/873299/index.htm) presents information and feedback from actual BPM users in today’s forward-thinking enterprises in an easy-to-use graphical report. It serves as a useful benchmark for those currently considering, planning or starting a BPM project, helping users and potential users consider the risks and benefits of a BPM implementation. The BPM Pulse also provides a working example of a corporate dashboard, often an important part of a BPM implementation.

BPM – one of the hottest emerging corporate initiatives for 2004 – 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. In today’s fast moving business environment, it is vital that corporate executives understand the true performance of the business at any given point. 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, HIPPA and the Patriot Act compliance can drive the need for a BPM application.

The BPM Pulse dashboard is currently displaying results from the BPM Partners 2003 Performance Management Research Study. The 2003 study closed on November 7, 2003 and select data points were displayed on an easy-to-read and understand digital dashboard. Free copies of the results and analysis are available as a whitepaper download on the BPM Pulse page. New information is being collected on a regular basis; visit www.bpmpartners.com/pages/873299/index.htm for BPM Quick Pulse surveys, the latest news and results.

“Just as your pulse rate is an immediate measure of your real level of personal fitness, the BPM Pulse provides a finger on the wrist of the Performance Management user community,” said Craig Schiff, founder and CEO of BPM Partners. “The speed with which this industry is growing is an indication of its relative importance to the corporate world. Finance departments recognize that corporate analysis and measurement provide key information upon which subsequent performance evaluations and decisions are made.”

Selected results show the growth and potential of the BPM market segment and provide important information for BPM vendors and their customers:

- 40 percent of large companies are currently in the midst of a BPM project. Almost 70 percent of the responding companies have completed, are in process, or are planning a BPM initiative for 2004.

- Contrary to the intense marketing surrounding Sarbanes-Oxley and other regulatory issues, compliance is not the most important driver of BPM initiatives. BPM initiatives are being driven by the internal demand for greater accuracy and accountability and transparency of financial reporting, including shorter cycles for closing the books. Almost 40 percent of respondents question the accuracy and integrity of the financial data available to them from their existing systems.
- Other areas of investigation in the survey and future BPM Pulse metrics include the extent to which the target audience understands BPM, whether current BPM initiatives cover the full suite of functionality available, the importance of key BPM benefits, functionality and components, perceptions of the solution vendors, the identity of BPM thought leaders and the identity of those responsible for an organization's BPM initiative.

Schiff will discuss additional results of the survey at the DCI Performance Management Conference, December 2- 4 in Boston. The Performance Management Conference is the only event that focuses exclusively on objective and practical approaches to managing business performance. Produced by DCI in association with BPM Partners, Inc., the conference provides attendees with specific lessons and practical knowledge and methods executives need to understand and compare the available technologies and select the solution providers most closely aligned with their needs. The conference also brings together the leading practitioners, thinkers, and users in the field. More information is available at www.dci.com/brochure/perfbos.

BPM Partners' vendor-neutral consultants help companies with their BPM solutions from start to finish. They cover the project lifecycle from needs analysis and vendor selection through implementation and rollout. 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), Computer Associates (NYSE: CA), Comshare (TSE:GAC), FRx Software, Hyperion (Nasdaq: HYSL), Longview Solutions, OutlookSoft, PeopleSoft (Nasdaq: PSFT), SAP (NYSE: SAP), SAS, SRC Software and others.

About BPM Partners

BPM Partners is the leading independent authority on business performance management (BPM) solutions. BPM Partners consultants help companies understand the value of business performance management, provide insight on how to collect and analyze the right information to address specific business goals and lead clients through vendor selection, evaluation and implementation of departmental or enterprise-wide BPM systems. For further details, go to www.bpmpartners.com.

###