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## **BPM Partners Tops 100th Client Engagement as Business Performance Management Market Expands**

— New Client Engagements, Returning Customers and International Growth Indicative of Market Trend —

**Stamford, CT—July 27, 2006—** BPM Partners, the leading independent authority on business performance management (BPM) solutions, today announced significant growth in the number of organizations seeking advisory services throughout the BPM evaluation and implementation cycle, and businesses returning to BPM Partners for additional services after initial BPM implementations. This parallels the increased demand for BPM expertise in North America, Australia, the United Kingdom and Singapore.

BPM Partners' clients come in the form of first-time engagements and follow on consulting to vendor selection contracts, and span the major regions in which BPM Partners has a presence. BPM Partners' recent new clients include:

- Checkpoint Systems, Inc.
- Chiquita Brands, Inc.
- Dassault Falcon Jet Corp.
- Griffith Laboratories USA
- Metrologic Instruments Inc.
- Martin's Point Health Care, Inc.
- Republic Bank Ltd.
- Standard Chartered Bank (Asia)
- United Group Limited (Australia)

“In addition to what our growing volume of business implies, a number of key market indicators point to the continued growth of and interest in BPM,” said Craig Schiff, founder and CEO of BPM Partners. “As leading vendors add customers and expand current deployments throughout the enterprise, more and more businesses are engaging with consulting firms to assist with the implementation of their BPM projects and, correspondingly, there are many customer successes and best practices in the industry.”

“The need for BPM is coming from line managers who seek better insight into the performance of their business,” continues Schiff. “This dovetails with executives' demands for transparency and accountability. As indicated in the 2006 BPM Pulse Survey, ([http://www.bpmpartners.com/bpmcentral\\_whitepapers.shtml](http://www.bpmpartners.com/bpmcentral_whitepapers.shtml)), clients are increasingly satisfied with BPM and are achieving their business goals.”

### **About BPM Partners**

BPM Partners is the leading independent authority on BPM solutions and a founding member of the BPM Standards Group. BPM Partners' vendor-neutral consultants guide clients 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' expert consultants lead clients through requirements definition, project justification, 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), Business Objects (Nasdaq: BOBJ), Cartesis, Cognos (Nasdaq: COGN), Extensity (formerly Geac), FRx Software (a Microsoft Company), Hyperion Solutions (Nasdaq: HYSL), Longview Solutions, Oracle (Nasdaq: ORCL), OutlookSoft, SAP (NYSE: SAP), SAS Institute, and others. For more information, go to [www.bpmpartners.com](http://www.bpmpartners.com).

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