

NEWS RELEASE



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Pace Harmon Named No. 1 Boutique Outsourcing Advisory Firm by 2007 Black Book of Outsourcing

Survey of Outsourcing Decision Makers Recognizes Impact and Unique Value Boutique Firms Offer

VIENNA, Va., June 18, 2007 – Pace Harmon, an outsourcing advisory, strategic sourcing and technology consulting firm, has been named the No. 1 Boutique Outsourcing Advisory Firm globally, according to the 2007 *Black Book of Outsourcing*, published by the Brown-Wilson Group. In addition, Pace Harmon is ranked No. 3 for its IT outsourcing advisory services.

The 2007 *Black Book of Outsourcing*, widely recognized as the industry standard for measuring client satisfaction in the global services industry, was developed from a survey of 20,000 outsourcing decision makers including CEOs, CFOs, procurement officers and other C-level and senior executives. Over 300 outsourcing consultants, advisors and globalization firms were evaluated on criteria including methodologies, services offered, consultation quality, buyer direction, satisfaction with outcomes and outsourcing expertise.

"Nearly 90 percent of survey respondents indicated they did not have the internal resources necessary to design and implement effective outsourcing engagements," said Douglas Brown, president of the Brown-Wilson Group. "The need for outsourcing advisors has grown dramatically, and buyers find great value in Pace Harmon's ability to maximize outsourcing success."

This is the second year the survey has addressed outsourcing advisory firms and the first time a distinction has been made between boutique and general service firms. Boutique firms are defined by their highly specialized outsourcing expertise.

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“Pace Harmon takes great pride in helping clients establish and maintain optimal outsourcing arrangements – across multiple functions – to create tangible value and sustainable customer advantage,” said Steve Martin, partner, Pace Harmon. “We appreciate the marketplace recognition as a premier outsourcing advisory firm. Being a boutique firm is a competitive advantage for us as it allows us to be more flexible and efficient in our client delivery.”

Pace Harmon couples its outsourcing advisory capabilities with additional expertise in supply chain management, technology and strategic sourcing, business process optimization, and IT program management. These complementary skill sets bring further insights and capabilities to the technology and business process outsourcing arenas.

Founded in 2003 by former Deloitte Consulting partners, Pace Harmon has grown to include a team of over 50 high-caliber consultants who average 10 years of professional experience. The majority of staff members hold advanced degrees, and many have previously served in roles such as CIO, CFO, president, and general counsel. The firm’s clients include Fortune 500 and select high growth middle-market companies spanning industries such as Telecommunications, Health Care, Financial Services, Manufacturing, Technology, and Energy.

About the Brown-Wilson Group and The Black Book of Outsourcing

The Brown-Wilson Group, whose principals include Douglas Brown and Scott Wilson, are regarded as thought leaders on the outsourcing space and whose book, The Black Book of Outsourcing is highly endorsed by outsourcing industry experts as a one-of-a-kind resource for the business community.

The Black Book of Outsourcing is a comprehensive guide and directory for the emerging field of outsourcing, including expert advice on how to operate an outsourcing program, how to deal with the political aspects of outsourcing, and how to find a career in outsourcing. A controversial and emotional subject among business leaders and workers in the global business community, outsourcing is fast becoming one of the greatest organizational and industrial shifts in modern history. For more information, visit <http://brown-wilson.com/> or <http://www.theblackbookofoutsourcing.com>.

About Pace Harmon

Pace Harmon, an outsourcing advisory, strategic sourcing, and technology consulting firm, provides support from strategy through implementation for complex transactions. Founded in 2003 and headquartered in Tysons Corner, Va., Pace Harmon provides pragmatic and insightful advice that helps its client base of Fortune 500 and other large enterprises maximize the benefits achieved from their mission-critical supplier relationships. For more information, please visit www.paceharmon.com.