

# NEWS RELEASE



## **FOR IMMEDIATE RELEASE**

### **Media Contacts:**

Marc Tanowitz  
Pace Harmon  
571-233-0838  
[mtanowitz@paceharmon.com](mailto:mtanowitz@paceharmon.com)

Eve Sheridan  
Young & Associates  
303-637-0886  
[eves@yapr.com](mailto:eves@yapr.com)

## **Pace Harmon Honored with No. 11 Ranking on 2007 *CRN* Fast Growth 100**

### ***Leading Outsourcing Advisory and Technology Consulting Firm Applauded for Rapid Growth Rate and for Creating New Customer Demand***

**VIENNA, Va., July 9, 2007** – Adding to its list of recent awards and recognitions, Pace Harmon, an outsourcing advisory, strategic sourcing and technology consulting firm, announced that it has been named No. 11 on CMP Channel's *CRN* Fast Growth 100 list.

Winners are selected for their ability to use innovative methods to enhance their business and drive industry-leading growth through services-oriented technology offerings. Developed by *CRN*'s editorial staff, the Fast Growth 100 list provides detailed insights into which solution provider models and technologies are proving to be the most successful.

"This year's *CRN* Fast Growth 100 list is a testament to the hard work and dedication of some of the channel's leading solution providers. We commend each of the 2007 *CRN* Fast Growth 100 for their remarkable performance, and for the example they set for everyone in the industry," said Robert C. Demarzo, vice president and editorial director, CMP Channel.

Quantifiable results and satisfied clients have led to Pace Harmon's significant growth. Since its inception, the firm has experienced a 50 percent year-over-year revenue increase, due entirely to organic growth.

"Pace Harmon's number one priority is to drive tangible, actionable results for our clients, whether through managing outsourcing and complex technology transactions or improving internal performance through process optimization. Our ability to find the right approach and support the full transaction lifecycle has enabled our clients' success and, in turn, has contributed to our growth," said David Rutchik, partner, Pace Harmon. "This

recognition by *CRN* affirms our continued efforts to deliver clients the highest possible level of outsourcing and technology advisory services.”

Founded by former Deloitte Consulting partners, Pace Harmon has grown to include a team of more than 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.

Pace Harmon was recently named the No. 1 Boutique Outsourcing Advisory Firm globally by the authors of the *Black Book of Outsourcing* and was honored as one of *Consulting Magazine’s* 2007 “Seven Small Jewels.”

#### **About CRN**

*CRN* provides solution providers and technology integrators with the crucial information and analysis they need to drive their company’s sales. As an advocate for and voice of the IT channel, solution providers turn to *CRN* first for immediate information. Celebrating its 25th year, *CRN* is the most trusted source for channel professionals. *CRN* can be found on the web at [www.channelweb.com](http://www.channelweb.com).

#### **About CMP Channel Group ([www.cmpchannelgroup.com](http://www.cmpchannelgroup.com))**

CMP Channel Group is the one stop shop customers turn to in order to meet their global sales channel objectives from access to execution. Through use of its family of channel solutions, which include *CRN* and *VARBusiness*, the ChannelWeb network, the Group’s XChange worldwide face-to-face conferences and the Institute for Partner Education & Development (IPED), vendors are able to accelerate sales through the channel. CMP Channel Group provides a worldwide answer to advertising, branding and marketing services, lead generation, market intelligence, branded and custom events, education of solution providers and best practices for vendors.

#### **About CMP Technology ([www.cmp.com](http://www.cmp.com))**

CMP Technology is a marketing solutions company serving the technology industry. Through its market-leading portfolio of trusted information brands, CMP has earned the confidence of more technology professionals than any other media company. As a result, CMP is the premier provider of access, insight and actionable programs designed to connect sellers and buyers in ways that yield superior return on investment. CMP Technology is a subsidiary of United Business Media, a global provider of news distribution and specialist information services with a market capitalization of more than \$3 billion.

#### **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](http://www.paceharmon.com).