

## **Pace Harmon Corporate Overview**

*“Our success isn’t measured by external recognition;  
it’s measured by our clients’ success, driven by our work behind the scenes.”*  
– Steve Martin, Partner

Pace Harmon is an outsourcing advisory services firm providing proven guidance to Fortune 500 and high-growth middle market organizations on complex outsourcing and strategic sourcing transactions, process optimization, and vendor program governance. Focused on delivering sustainable results and competitive advantage, Pace Harmon improves its clients’ business performance through the successful execution of large-scale information technology outsourcing (ITO), business process outsourcing (BPO), and strategic sourcing initiatives across IT, finance, supply chain, and HR, functions. A collaborative, client-first approach ensures that both cost savings and long-term business optimization are achieved.

### ***Trusted Advisors***

Based in Tysons Corner, Va., with West-Coast offices in San Francisco, Pace Harmon was founded in 2003 by Big 4 senior partners and is led by Steve Martin and David Rutchik. Pace Harmon practitioners apply their extensive technical, operational and transaction experience to every engagement – resulting in realistic and pragmatic, long-term operational solutions. The 70-person team of high-caliber consultants possesses an average of 12 years professional experience and the majority hold advanced degrees. Many have previously served in roles such as CIO, CFO, or other operational and leadership positions.

### ***An Independent, Holistic Approach***

Choosing to maintain vendor objectivity and neutrality, Pace Harmon’s unbiased expertise and strategic approach helps enterprises maximize the benefits from their most complex and critical supplier relationships. While the firm’s core focus is outsourcing advisory services, additional specialty services include strategic sourcing, vendor governance and process optimization.

To ensure the most productive operational, technical and supplier performance, Pace Harmon offers clients support through the entire transaction lifecycle. From evaluating and defining strategies and executing complex sourcing transactions, to vendor transition and managing effective supplier relationships, the Pace Harmon team provides independent, high-impact consulting services to deliver improved business, operational and financial performance.

### ***Phenomenal Growth***

Quantifiable results and satisfied clients have led to continued growth and profitability for Pace Harmon. The company has rapidly become a top-tier provider of outsourcing advisory and strategic sourcing services for Fortune 500 organizations and other leaders in sectors such as telecommunications, life sciences, technology, financial services, retail, government, manufacturing, education, energy, media and hospitality. Addressing multi-national clients’ needs, Pace Harmon’s work extends from North America to projects in Latin America, Europe and Asia. Pace Harmon has been recognized as a premier outsourcing advisor by Forrester, the Black Book of Outsourcing and various media outlets.

*“Through every step of the transaction lifecycle, Pace Harmon ensures that both the client and vendor have a clear definition and understanding of the transition and governance roles, responsibilities and activities required for long-term success.”*  
– David Rutchik, Partner