

# NEWS RELEASE



## **FOR IMMEDIATE RELEASE**

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## **Pace Harmon Recognized in Independent Research Organization's Market Overview of Outsourcing Advisory Firms**

*Report Illustrates How IT and Procurement Executives Can Build Stronger Deals and Level the \$120 Billion Global IT and Outsourcing Playing Field with Sourcing Advisors*

**Vienna, Va., January 16, 2007** – As one of eight companies profiled in a Forrester Research report on outsourcing firms, Pace Harmon is urging organizations to examine whether their outsourcing deals are built on a level playing field with their vendors. The report, "Overview of Outsourcing Advisory Firms: What Customers Should Know About The 'Dealmakers'," was published by Forrester Research, Inc., on January 12, 2007.

According to Forrester's report, authored by Paul Roehrig, Ph.D., the global IT and Outsourcing market is now worth an estimated \$120 billion annually, and "[b]ecause multiyear outsourcing deals are common, even a conservative estimate is that outsourcing agreements lock up more than half a trillion dollars of total contract value."

Because of the high stakes, Forrester reports that IT and procurement executives are turning to sourcing advisory firms to drive sustained contract value and cost savings.

"Whether focusing on technology or business process deals, Forrester's findings echo our clients' feedback that the level of transaction complexity requires time-tested methods and experience," said David Rutchik, managing director, Pace Harmon. "Our goal is to establish a level playing field for companies negotiating with vendors and increase the chances for successful deal terms."

Pace Harmon Partner Steve Martin adds, "Pace Harmon's positive assessment by Forrester – a globally-recognized independent, third-party research firm – affirms our track record of delivering solid guidance to our Fortune 500 and mid-market clients throughout the entire sourcing deal cycle."

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Pace Harmon helps Fortune 500 and middle market companies improve their business performance by assessing, negotiating and managing large-scale technology and other complex transactions. Pace Harmon's core service lines include technology sourcing, outsourcing advisory services, strategic sourcing, supply chain optimization, and IT governance, strategy and optimization. The company remains independent of vendor alliances to provide clients the most objective advice possible.

**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).

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