

NEWS RELEASE



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Outsourcing Growth Fuels Need for Outsourcing Advisory Services and Drives Pace Harmon's Expansion

*Pace Harmon Offices in DC and San Francisco
Looking to Hire 20 Professionals by Year End*

VIENNA, Va., Oct. 1, 2007 – To meet high demand for its outsourcing advisory services, outsourcing and technology advisor Pace Harmon (www.paceharmon.com) is looking to increase its fulltime workforce over 30 percent by the year's end. With 65 current client service professionals – a 44 percent staffing increase since the start of 2007, Pace Harmon plans to hire an additional 20 client service professionals over the next three months.

For Pace Harmon, 2007 has been a busy year – client growth, industry demand, industry accolades, and the addition of a San Francisco office have led to significant growth. The firm is on track to increase revenue 35 percent in 2007. Demand for its services, for which the firm was named the #1 Boutique Outsourcing Advisory firm in 2007 by *The Black Book of Outsourcing*, has fueled the expansion. Industry analysts forecast continued double-digit annual growth for the outsourcing market.

“Pace Harmon offers a rewarding work environment in which employees work with senior executives at multiple Fortune 500 companies to drive strategic decisions while also having a significant role in Pace Harmon's future direction and growth,” said Steve Martin, partner, Pace Harmon. “Our business operates at the intersection of business strategy and operations, impacting the competitiveness of some of the world's most respected companies.”

Pace Harmon targets recruits rated at the top of their peer groups, focusing on consulting professionals with strong outsourcing advisory experience and business executives who have been involved in implementing and operating outsourcing relationships.

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The company recently added a new management level, naming two of its original employees, Marc Tanowitz and Andy Sealock, as principals and hiring a third principal, Steven Kirz, to accelerate the growth of its West Coast office.

Industry recognition has helped drive demand for Pace Harmon's services. Since rebranding to the name Pace Harmon one year ago, the company has also been:

- named to *Consulting Magazine's* "Seven Small Jewels for 2007" for its commitment to client and employee success;
- recognized in the 2007 *Supply & Demand Chain Executive* 100 for its approach to supply chain management; and
- ranked No. 11 on CMP Channel's 2007 *CRN* Fast Growth 100 list for its ability to drive industry-leading growth through services-oriented technology.

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 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.

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