

NEWS RELEASE



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Pace Harmon Named One of America's Fastest Growing Companies

Outsourcing Advisory Firm Listed in Top 20% of Inc. 5000

VIENNA, Va. & SAN FRANCISCO, September 2, 2008 – [Pace Harmon](#), a leading [outsourcing advisory firm](#), today announced it has been recognized as one of America's fastest growing private companies. *Inc.* magazine and [Inc.com ranked Pace Harmon in the top 20% of the 2008 Inc. 5000 list at No. 830](#).

Founded in 2003, Pace Harmon has a growth rate of 429.2% according to the Inc. 5000 list with 2004 revenues of \$4.0 million growing to \$21.1 million in 2007. The firm expects a continued high growth rate in 2008 as Pace Harmon has increased its client base by 50% so far this year due to a rise in companies seeking ITO (Information Technology Outsourcing), FAO (Finance and Accounting Outsourcing) and BPO (Business Process Outsourcing) support.

“As an outsourcing advisory firm, our business is heavily dependent on economic cycles and we are encouraged that Pace Harmon is continuing to experience higher than average growth in today's downturned economy,” said David Rutchik, partner of Pace Harmon. “We attribute our success to a ‘roll-up our sleeves’ team of senior advisors who have experience on all sides of complex business deals and our philosophy that business improvement, independent of whether an outsourcing transaction is warranted, is the ultimate objective.”

The Washington, D.C. area – where Pace Harmon is headquartered – is home to the second highest number of Inc. 5000 companies. Pace Harmon ranks No. 62 of the 300 area companies on the list. Consulting is one of the hottest industries for fastest-growing businesses as companies in this category grew by an average of 182%.

Pace Harmon also has a San Francisco office – which it opened in early 2007 – that has grown to more than 10 practitioners. The firm has 60 total advisors on staff and

is aggressively hiring additional experienced outsourcing advisory professionals. The firm plans to open additional offices in 2009 and 2010.

In addition, Pace Harmon was named to the *Washington Business Journal's* 2008 50 Fastest Growing Companies list this week. The company's exact ranking on the list will be announced in October.

About Inc. 5000 and Inc.com

The 2008 Inc. 5000 list measures revenue growth from 2004 through 2007. To qualify companies must be U.S.-based and privately-held, independent and have had at least \$200,000 in revenue in 2004 and \$2 million in 2007. Inc.com, the daily resource for entrepreneurs, delivers how-to guides, advice, tools, breaking news, and rich multi-media to help business owners and CEOs start, run, and grow their businesses. Inc.com offers dynamic marketing solutions to help advertisers effectively reach Inc.com's audience of business leaders. Visit <http://www.inc.com>.

About Pace Harmon

[Pace Harmon](#), an outsourcing advisory, strategic sourcing and supply chain consulting firm, provides support from strategy through implementation for complex transactions. Founded in 2003, 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. Pace Harmon has offices in Tysons Corner, Va. and San Francisco. For more information, please visit www.paceharmon.com.

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