

NEWS RELEASE



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No. 1 Again: Pace Harmon Named No. 1 Boutique Outsourcing Advisory Firm for the Second Year in a Row in 2008 *Black Book of Outsourcing*

Firm Recognized for Its Expertise in IT Outsourcing, Finance and Accounting Outsourcing, and Supply Chain Advisory Services

VIENNA, Va., June 23, 2008 – Marking a repeat success amid increased competition, [Pace Harmon](#), an [outsourcing advisory](#) and [strategic sourcing](#) consulting firm, has been ranked the No. 1 Boutique Outsourcing Advisory Firm globally for the second year in a row by the Brown-Wilson Group's 2008 *Black Book of Outsourcing*. In addition, Pace Harmon was named the No. 7 IT Outsourcing (ITO) Advisory Firm and the No. 5 Finance and Accounting Outsourcing (FAO) Boutique Advisory Firm.

"The role and impact of outsourcing advisory firms continues to grow, and Pace Harmon's repeat No. 1 Boutique Firm ranking is a testament to the firm's excellence in outsourcing and superior client service and delivery," said Douglas Brown, president of the Brown-Wilson Group. "Boutique firms have the unique opportunity to specialize in specific areas of outsourcing, while focusing on dedicated client support, and Pace Harmon's clients have recognized the firm as a key to their own outsourcing success."

In the annual *Black Book of Outsourcing* survey, each advisor/firm is rated by past and present clients from Fortune 2000 and Inc. 500 companies on 20 criteria including its methodologies, services offered, consultation quality, buyer direction, satisfaction with outcomes and outsourcing expertise. Nearly 3,000 executives in the U.S., Europe and Asia-Pacific participated in the 2008 advisor's survey.

"Pace Harmon is pleased to be recognized as a top ranking outsourcing advisor for a third consecutive year by the Brown-Wilson Group, as it speaks to the depth and breadth the firm brings to the outsourcing marketplace and the value we deliver to clients through multiple areas of outsourcing," said Steve Martin, partner, Pace Harmon. "Moreover, the rankings validate the impact that our teams consistently provide as we work to support our clients' most critical outsourcing initiatives."

As a boutique firm, Pace Harmon is able to deliver clients distinct advantages

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including deeper outsourcing expertise and broader deal coverage. Pace Harmon advisors average more than 15 years of experience and collaborate to provide unique outsourcing insights derived from their experiences as business leaders, consultants, legal counsel, buyers and vendors.

The *Black Book of Outsourcing* defines boutique firms by their highly specialized outsourcing expertise, and includes procurement and supply chain outsourcing as part of FAO services.

Pace Harmon'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 adds this honor to its recent industry accolades, which include the 2008 *Supply & Demand Chain Executive* "Pros to Know," 2007 *Supply & Demand Chain Executive* 100, *Consulting Magazine's* "Seven Small Jewels for 2007," and CMP Channel's 2007 CRN Fast Growth 100 list, among others.

The complete list of top outsourcing advisors, is available as part of the [2008 State of the Outsourcing Industry Report](#) or at <http://TheBlackBookOfOutsourcing.com>.

About Brown-Wilson Group and The Black Book of Outsourcing

The Brown-Wilson Group, whose principals include Douglas Brown and Scott Wilson, are regarded as thought leaders on the outsourcing space and whose book, *The Black Book of Outsourcing* is highly endorsed by outsourcing industry experts as a one-of-a-kind resource for the business community.

The *Black Book of Outsourcing* is a comprehensive guide and directory for the emerging field of outsourcing, including expert advice on how to operate an outsourcing program, how to deal with the political aspects of outsourcing, and how to find a career in outsourcing. A controversial and emotional subject among business leaders and workers in the global business community, outsourcing is fast becoming one of the greatest organizational and industrial shifts in modern history. For more information, visit <http://brown-wilson.com/> or <http://www.theblackbookofoutsourcing.com>.
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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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