

# NEWS RELEASE



## **FOR IMMEDIATE RELEASE**

### **Media Contacts:**

Marc Tanowitz  
Pace Harmon  
571-233-0838  
[mtanowitz@paceharmon.com](mailto:mtanowitz@paceharmon.com)

Eve Sheridan  
Young & Associates  
303-410-7117  
[eves@yapr.com](mailto:eves@yapr.com)

## **Trusted Consultancy – SourcePoint – Continues Momentum with Launch as Pace Harmon**

*Top-Tier Advisors in Outsourcing, Strategic Sourcing, and Technology  
Raise the Bar and Drive Client Demand*

**Vienna, Va., September 12, 2006** – Experiencing dramatic growth since its inception in 2003, SourcePoint—an outsourcing advisory, strategic sourcing, and technology consulting firm—today announced its new name, Pace Harmon, to better reflect the company’s elevated market position. The name change is accompanied by a new Web site, [www.paceharmon.com](http://www.paceharmon.com), and a fresh branding campaign and logo.

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.

“Our firm was founded on the philosophy of bridging business and technology to deliver clients an end-to-end approach to the sourcing lifecycle,” said Barry Rosenberg, partner, Pace Harmon. “We deliver sustainable results and competitive advantage by evaluating business strategies, navigating the complex sourcing landscape, and implementing effective long-term supplier management.”

For Pace Harmon, strong demand and client satisfaction has resulted in tremendous growth in both employees and clients. The company has ramped up to over 50 high-caliber practitioners and now serves a diverse client list including a number of Fortune 500 and other leading enterprises in the telecommunications, media, manufacturing, pharmaceutical and hospitality industries.

-more-

“Our flexible corporate structure allows us to not only assign top-level consultants to every project but also to rapidly adapt to our clients’ specific needs,” said Steve Martin, partner, Pace Harmon. “Pace Harmon utilizes both technical and business expertise to deliver strategic, pragmatic recommendations to our clients, resulting in more beneficial vendor relationships, measurable ROI, and minimized risk for business and technology stakeholders.”

Headquartered in Tysons Corner, Va., and founded by a team of Big 4 industry veterans, Pace Harmon is led by Martin, Rosenberg and David Rutchik. The executive trio handpicked its practitioners, who have an average of 10 years professional experience. The majority hold advanced degrees and many have previously served in the role of CIO, CFO, CSO, Vice President, or other leadership positions.

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).

###