

NEWS RELEASE



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Media Contacts:

Marc Tanowitz
Pace Harmon
571-233-0838
mtanowitz@paceharmon.com

Eve Sheridan
Young & Associates
303-410-7117
eves@yapr.com

Pace Harmon Named a Leading Outsourcing Advisory Firm by Authors of *The Black Book of Outsourcing*

Brown-Wilson Group's Inaugural Buyers Survey of Outsourcing Advisory Services Ranks Pace Harmon No. 5

VIENNA, Va., February 12, 2007 – Pace Harmon, an outsourcing advisory, strategic sourcing and technology consulting firm, has been ranked by the Brown-Wilson Group as the No. 5 outsourcing advisory service provider globally, out of a field that included 50 firms. The 2006 rankings, released this month, are the result of a comprehensive survey administered in December to enterprise outsourcing buyers by Brown-Wilson, authors of the best-selling book, *The Black Book of Outsourcing*.

The survey was released to more than 20,000 buyers and prospective buyers in the U.S., Europe and Asia-Pacific. The survey polled C-level executives and other management from Fortune 2000 and Inc. 500 companies on their attitudes about, and experiences with, outsourcing advisors. Each advisor/firm was rated on 18 criteria including its methodologies, services offered, consultation quality, buyer direction, satisfaction with outcomes and outsourcing expertise.

"The use of outsourcing advisory services has grown significantly as companies look for help in transforming vendor relationships into valuable strategic partnerships," said Douglas Brown, president of the Brown-Wilson Group. "The survey results indicate that buyers find great value in Pace Harmon's ability to maximize outsourcing success."

Pace Harmon couples its outsourcing advisory knowledge with additional expertise in supply chain management, technology sourcing and IT program management—providing unique insights and capabilities for the technology and business process outsourcing arenas.

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“Pace Harmon is proud to be recognized as one of the premier outsourcing advisory firms globally. This reaffirms the value of our work creating and executing solutions based on our client’s specific requirements,” said David Rutchik, managing director, Pace Harmon. “Companies today have more choices when it comes to selecting an outsourcing advisor and their success depends on customized solutions that meet their needs.”

To see the complete list of top outsourcing advisors, visit the website at:

<http://www.theblackbookofoutsourcing.com/top10outsourcingadvisoryservices2.html>.

About the 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://www.theblackbookofoutsourcing.com>.

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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