

BPM CONSULTING GUIDE 2006

Note: All information in this buyers guide was provided by the consulting firms, in response to an online survey conducted by BPM Magazine.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
Management/Strategy Consulting Firms			
ACCENTURE www.accenture.com (312) 737-8842	1995 N/A N/A	Global Business Objects, Cognos, Hyperion, Microsoft, Oracle, SAP & SAS	Accenture's performance management solutions help improve organizations' ability to organize, integrate, and analyze a wide range of financial, operational, competitor, and marketplace information. The firm believes that an integrated approach to performance management, aligned with strategy, can drive sustainable high performance. Accenture provides consulting services to all industries in all geographies, and works primarily with the Global 2000.
ALVAREZ & MARSAL BUSINESS CONSULTING www.alvarezandmarsal.com finance@alvarezandmarsal.com (212) 759-4433; New York City	1983 50 consultants 70 projects	North America, Europe & Latin America N/A	Alvarez & Marsal is independent, which improves its ability to deliver objective analysis and insight to clients. The firm operates in both Global 1000 companies and midmarket businesses. Its consultants are driven by value creation and focus on creating information to compel sound management action.
ARCHSTONE CONSULTING www.archstoneconsulting.com rderocher@archstoneconsulting.com (203) 940-8200; Stamford, CT	2003 30 consultants 15 projects	North America & Europe Hyperion	Archstone specializes in helping companies develop business insights and BPM strategy/road-mapping.
ASIL INC. www.asil-inc.com sales@asil-inc.com (888) 878-2745; Santa Clara, CA	2003 7 consultants 10 projects	North America Sun Microsystems, TrekLogic & Performance Resources LLC	ASIL focuses on change management and performance management, areas in which it offers both expertise and software. The firm also has expertise in service logistics, supply chain, and reengineering efforts using Six Sigma.
BERGHEIM GRUPPEN bergheimgruppen.com post@bergheimgruppen.com +47-22 71 40 10; Oslo, Norway	2005 3 consultants 5 projects	Europe SAS & Ensto	This firm focuses on midsize companies and on Scandinavian groups.
BPM PARADIGMS LLC www.bpm paradigms.com kdegner@bpm paradigms.com (703) 485-3767; Arlington, VA	2006 1 consultant 10 projects	North America N/A	BPM Paradigms has real-world performance management experience in both the public and private sector, including expertise in BPM, business intelligence, and the enabling tools and technologies. Using a value-based, phased road-map approach, BPM Paradigms provides "jump start" offerings, along with the BI center-of-excellence setup, and a wide range of training offerings.
BPM PARTNERS www.bpm partners.com jcolbert@bpm partners.com (203) 359-5677; Stamford, CT	2002 20 consultants 100-plus projects	North America, Europe, Asia & Australia Aster Group, BizNet, Decision Systems, Global Analytics, ISA Consulting, ITEC, Praxinet, SandPoint Consulting, TNT Consulting, TopDown Consulting & US-Analytics	BPM Partners is a vendor-independent firm focused exclusively on performance management and business intelligence advisory services. It consists of senior experts with 12-plus years of experience each. Vendor-side management experience brings a unique perspective to the firm's service methodologies, and it offers a fixed-price and deliverables-focused approach. The firm is a founding member of the BPM Standards Group.
BUSINESS CONSULTING SERVICES www.consultbiz.com bcs@consultbiz.com (610) 328-9806; Swarthmore, PA	1991 1 consultant 5 projects	North America N/A	Business Consulting Services specializes in short-term assignments that provide quick results at the highest ROI. Its service, called "Rapid Transformation," analyzes processes, people, technology, content, and overhead.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
Management/Strategy Consulting Firms			
THE BUTTONWOOD GROUP www.buttonwoodllp.com info@buttonwoodllp.com (203) 328-3056; Stamford, CT	1998 N/A N/A	North America & Europe N/A	The Buttonwood Group's trademarked approach to BPM implementations is called "Value Planning." However, the firm's consultants have implemented many forms of BPM.
CMF ASSOCIATES LLC www.cmfassociates.com tbonney@cmfassociates.com (610) 296-0761; Berwyn, PA	2002 18 consultants 25 projects	North America & Europe N/A	CMF Associates delivers financial and management advisory work to private-equity, middle-market, and international companies. The firm applies leadership through mastery of the details, from industry knowledge and systems experience to company-transition dynamics. CMF works with most industries. BPM – particularly planning and financial reporting – is a component of every project the firm undertakes.
COHN CONSULTING GROUP www.cohnconsulting.com dgiannetto@jhcohn.com (973) 871-4037; Roseland, NJ	1968 15 consultants 21 projects	Global N/A	A tool-agnostic management consulting firm, Cohn offers the proprietary, award-winning performance management methodology "The Performance Power Grid." Its in-house staff includes both business consultants and application developers.
DELOITTE www.deloitte.com	1996 N/A N/A	Global N/A	Deloitte is a multidisciplinary global consultancy, but it has a practice focused on the implementation of integrated performance management.
ENTERPULSE www.enterpulse.com kdonofrio@enterpulse.com (908) 542-4500; Warren, NJ	1996 200 consultants 100 projects	North America BEA, Sun Microsystems, Interwoven & EMC Documentum	Enterpulse provides assistance with strategy and tactical execution. It helps free Fortune 1000 clients from the limitations of their processes and platforms by uncovering business problems and delivering cost-effective technology solutions. It has expertise in both BPM and service-oriented architecture (SOA).
FINANCIAL ANALYSIS AND CONTROL TECHNOLOGY SERVICES (F.A.C.T.S.) bkatz@factservices.com (508) 353-3571; Stow, MA	2003 2 consultants 10 projects	Global Adaptive Planning	F.A.C.T.S. is focused on driving return on investment through strategy integration and customized BI/BPM tool application and development.
INSIGHT MANAGEMENT GROUP INC. www.insightmanagementgroup.com perry@insightmanagementgroup.com (401) 461-1234; Cranston, RI	2001 2 consultants 20 projects	North America Doreen Evans Associates & Bergeron Associates	Insight Management Group supports executives in improving the performance of their organizations, especially in the areas of portfolio and project management.
INTRAPRISETECHKNOWLOGIES LLC www.intraprisetechknowlogies.com donny@intraprisetechknowlogies.com (808) 735-8324; Honolulu	2001 2 consultants 3 projects	North America & Asia N/A	IntrapriseTechKnowlogies has expertise in accounting/financial reporting, data architecture, data integrity/assurance, and process modeling. It has vertical experience in retail, auto, services, construction, higher education, and government. The firm normally works on data modeling and RFP prep and vendor selection. Then it works in parallel with the vendor's VAR to support more of the business analysis and user acceptance/pilot programs.
JSA & CAALHEIROS LDA www.jsac.pt santos.almeida@jsac.pt +351-21917582772; Lisboa, Portugal	1997 1 consultant 8 projects	Europe Quidgest	This firm specializes in small to midsize companies. It offers a flexible and adaptable methodology and intimacy with clients.
KARABUS MANAGEMENT www.karabus.com mweintraub@karabus.com (416) 373-4249; Toronto	1989 7 consultants 10 projects	North America N/A	Karabus works exclusively with retailers to drive financial performance improvements.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
---------	--	-------------------------------	----------

Management/Strategy Consulting Firms

KPMG LLP www.us.kpmg.com us-advisoryservices@kpmg.com (267) 256-3260	1897 4,000 consultants 500-plus projects	Global IBM	KPMG has deep knowledge in areas of internal control, regulatory compliance, technology, treasury, stakeholder reporting, and process improvement. With this reputation, it is positioned to deliver relevant and effective business insights and services.
MARKETSPHERE CONSULTING www.marketsphere.com jeff.aldrige@marketsphere.com (888) 532-3002; Kansas City, MO	2002 50 consultants 225 projects	North America Hyperion, Cognos & OutlookSoft	MarketSphere Consulting is a premier business consulting firm with a respected BPM practice. MarketSphere's collaborative, delivery-focused perspective provides consulting around scorecards and dashboards, budgeting and planning, reporting and analytics, and business intelligence. Its consultants drive the transformation of the organizations they serve.
PACIFIC SCIENCE & ENGINEERING GROUP www.pacific-science.com michael.callan@pacific-science.com (858) 535-1661; San Diego	1984 5 consultants 12 projects	Global IBM, Microsoft, IBI, Telelogic, MEGA & Corticon	PSE has its roots in the military market, where it has provided command and control process modeling and analysis for more than 20 years. The firm builds models based on links, layered processes, hierarchy, and data diagrams. It assesses clients' enterprise processes to assure immediate and precise linkage.
PROTIVITI INC. www.protiviti.com kevin.donahue@protiviti.com (888) 556-7420; Atlanta	2002 N/A N/A	Global N/A	Protiviti provides independent internal audit and business and technology risk consulting services. Protiviti helps companies worldwide identify, measure, and manage operational and technology-related risks they face within their industries and throughout their systems and processes. The firm also offers a full spectrum of internal audit services, technologies, and skills for business risk management and the continual transformation of internal audit functions.
SH GROUP www.shgrp.com info@shgrp.com (303) 670-2435; Evergreen, CO	2002 3 consultants 25 projects	North America N/A	SH Group provides services for benchmarking, requirements documentation, and software evaluation. The firm's focus means it can provide deep expertise in these areas. It does not resell or implement software.

Implementation Consulting Firms

AFFINITY PERFORMANCE SYSTEMS www.affinityps.com info@affinityps.com +61 (0) 8 6389 2655; Perth, Australia	2001 6 consultants 26 projects	Australia & Asia myperformanceportal.com	Affinity Performance Systems specializes in the design of strategic performance management systems, from the framing of strategy through to people performance management systems. Affinity works with some of the largest oil and gas, mining, manufacturing, and utilities operations in Australia and Asia. Affinity has partner offices throughout Asia and the Middle East.
AGILITY CONSULTING www.agility.com.au grahame.scriven@agility.com.au +61 (0) 2 9299 2680; Sydney, Australia	1995 20 consultants 35 projects	Australia & Asia SAS & Systems Union	Agility Consulting is a niche firm that specializes in the delivery and implementation of activity-based management, process improvement, multidimensional product and customer profitability reporting, balanced scorecards, budgeting, planning and forecasting, and predictive analysis. These business intelligence tools are selected and customized to the specific requirements of the client.
BEARINGPOINT INC. www.bearingpoint.com paul.dunay@bearingpoint.com (703) 747-3000; McLean, VA	1896 N/A N/A	Global N/A	BearingPoint is one of the world's largest consulting, systems integration, and managed services firms. It serves Global 2000 and midsize companies, government agencies, and other organizations.
BPM INTERNATIONAL www.bpm-international.com david.jones@paragonbpm.com +44 (0) 20 7580 8938; London	2005 1,400 affiliated consultants 100-plus projects	Europe Cartesis, Hyperion, OutlookSoft & SAP	BPM International is Europe's only integrated business performance management consulting network. The BPMi members are five leading BPM consultancies with operations in seven European countries: Paragon Consulting (U.K.), Centre Consulting (the Netherlands), ifb group (Germany, Switzerland, Luxemburg), ValorGest (Portugal), and Infineo (France). These firms work with many companies across multiple industries.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
Implementation Consulting Firms			
BREAKAWAY TECHNOLOGIES INC. www.breakaway-inc.com bmax@breakaway-inc.com (215) 369-7200; Yardley, PA	1996 50 consultants 75 projects	North America & Europe Applix, arcplan, Microsoft & OutlookSoft	Breakaway Technologies develops advanced business intelligence solutions; provides enhanced analytical capabilities; and implements BPM systems that enable companies to collect, access, report, model, and manage the enterprise more effectively. The firm specializes in the life sciences, consumer products, retail, manufacturing, and financial services industries.
CONSTRUCTIVE www.constructiveconsulting.co.uk enquiries@constructiveconsulting.co.uk +44 (0) 845 83 82 84 0; Theale, UK	1998 5 consultants 30 projects	Europe Hyperion	Constructive is a U.K.-based Hyperion specialist firm that helps businesses implement forecasting, budgeting, and analysis solutions.
DATA MANAGEMENT GROUP www.datamanagementgroup.com info@datamanagementgroup.com (888) 394-1664; Hampton, VA	1995 12 consultants 20 projects	North America Business Objects, Extensity, Cognos, Microsoft, MicroStrategy & Hummingbird	This firm has deep expertise in delivering business intelligence and business performance management solutions. It is woman-owned, DBE-certified, and on the GSA schedule with Top Secret facilities-cleared personnel.
DECISION SYSTEMS INC. www.decisionsystems.com info@decisionsystems.com (847) 433-0876; Northbrook, IL	1989 5 consultants 20 projects	North America Applix, Hyperion, PolyVista, IDU Software & Microsoft	Decision Systems is a consulting and technology company specializing in business performance management, business and operational analytics, data mining, and OLAP. The firm has established expertise in the financial services, manufacturing, technology, automotive, food and beverage, advertising, retail, and pharmaceutical industries. Its staff has both technical skills and business experience.
FINANCIAL VOYAGES LLC www.teamfv.com sales@teamfv.com (770) 541-0111; Atlanta	1999 1 consultant 5 projects	North America & Europe N/A	Financial Voyages helps senior leaders, managers, and teams effectively analyze and interpret analytics and improve key business processes for fact-based decisions.
FINIT SOLUTIONS www.finitolutions.com info@finitolutions.com (610) 565-5412; Media, PA	2002 13 consultants 35 projects	North America Hyperion	Finit Solutions provides strong BPM product expertise, with a focus on exceeding customer expectations on each project. Finit consultants have a valuable blend of finance/accounting and IT expertise, which allows them to effectively work with both the finance and IT organizations. The firm's experience and dedication to providing great customer service have led to every BPM customer being a reference.
HITACHI CONSULTING www.hitachiconsulting.com info@hitachiconsulting.com (214) 665-7000; Dallas, TX	2000 200 consultants 250 projects	Global Microsoft, Oracle & SAP	As Hitachi Ltd.'s global consulting company, Hitachi Consulting delivers business and IT solutions to Global 2000 companies. With offices in the U.S., Japan, and Europe, Hitachi Consulting's client base includes nearly 35 percent of the Fortune 100, 25 percent of the Global 100, and many leading midmarket companies. The firm integrates strategy, people, process, and technology, and its consultants transfer knowledge throughout each engagement.
IBM www.ibm.com/bcs/finmgmt mike.schroeck@us.ibm.com (312) 529-1593; Chicago	1888 N/A N/A	Global Hyperion, Cognos, Business Objects, SAP & Oracle	IBM Business Performance Management offers companies a holistic business intelligence approach, links performance measures with strategy, and aligns and cascades these measures and analysis throughout the organization in a timely, cost-effective manner – all while delivering role-based intelligence to executives, managers, and information consumers in a personalized manner.
INDIGETECH www.indigetech.com solutions@indigetech.com (804) 344-8324; Richmond, VA	2000 14 consultants 36 projects	North America SAS, Northrop Grumman Information Technology, Microsoft, Informatica & IBM	IndigeTech works with state agencies to provide performance dashboards that enable business users to access OLAP against a data warehouse foundation. IndigeTech's solutions leverage clients' existing data and technology investments by integrating information from multiple sources and customizing the solution based on existing infrastructure and systems.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
Implementation Consulting Firms			
ITEC INC. www.iteccorp.com info@iteccorp.com (914) 682-2032; White Plains, NY	1995 13 consultants 15 projects	North America Hyperion, BPM Partners & Stratature	ITEC is a consulting organization specializing in the design and implementation of BPM solutions. It partners with Hyperion and other BPM and application integration vendors to provide comprehensive solutions for customers. ITEC differentiates itself with its highly experienced consultants that consistently deliver superior value. Since 1995 the firm has maintained 100 percent customer satisfaction.
KEY PERFORMANCE IDEAS www.kpi-inc.com info@kpi-inc.com (877) 457-4462; San Francisco	2005 9 consultants 10 projects	North America Hyperion	Key Performance Ideas takes ownership of the entire life cycle of the project and works side by side with clients to realize their goals. The firm is creative and flexible. It facilitates communication within organizations by serving as the bridge between finance, IT, and the end user. KPI has experience in the banking and finance, technology, and manufacturing industries.
LANDMARK DECISIONS INC. www.landmark.ca mhaley@landmark.ca (902) 835-7861; Halifax, Nova Scotia	1994 1 consultant 15 projects	Global Actuate/Performancesoft, Hyperion, Insightformation & Procos	Landmark Decisions is an exclusive performance management/Balanced Scorecard and activity-based/process management implementation firm. It offers content development and methodology expertise, as well as hands-on technology implementation experience. Landmark often complements larger consulting and/or software vendor partners with this specialized expertise.
LYNX BI CONSULTING INC. www.lynxbic.com info@lynxbic.com (480) 905-5697; Buena Park, CA	2001 12 consultants 50 projects	North America & Australia OutlookSoft, Hyperion & Clarity Systems	Lynx BI Consulting is a strategic implementation partner of OutlookSoft, Hyperion, and Clarity Systems. It has the largest customer-install base of OutlookSoft clients in the West. Its consultants are experienced; none are rookies. Every Lynx professional maintains vendor certifications in the products the firm supports. In addition, they have expertise in design, deployment, and project management.
NEXDIMENSION TECHNOLOGY SOLUTIONS LLC www.nexdimension.net moreinfo@nexdimension.net (770) 475-1575; Norcross, GA	2005 6 consultants 25 projects	North America Microsoft, Decision Support Panel (DSP), KnowledgeSync, Cizer Software, Prophix & OutlookSoft	nexDimension provides focused, comprehensive, and cost-effective corporate performance management, business intelligence, and analytical solutions. The firm guides clients through the process of defining requirements, researching solutions, and implementing the technology. Its mission is to help clients reach their ultimate objective – to make their business more efficient, agile, competitive, and profitable.
PARSON CONSULTING www.parsonconsulting.com region2.info@parsonconsulting.com (312) 578-1170; Chicago	1995 73 consultants 270 projects	North America, Europe & Australia APQC, Certus Software, Cognos, Cartesis, Movaris, Ocwen, Oversight Systems, Paisley Consulting, Syntel, Thomson RIA & Trinity Capital Partners	Parson Consulting is an independent financial management consultancy. Its consultants are experienced finance executives from industry and management consulting backgrounds, and all of its senior executives have a minimum of 10 years' industry experience. The firm focuses on strategic finance, accounting and finance operations, governance and risk management, and corporate transactions (M&A).
PCS CONSULTING INC. www.pcsconsulting.com info@pcsconsulting.com (317) 815-8680; Indianapolis	1997 5 consultants 6 projects	North America & Europe CAM-I, ALG Software, SAS, Acorn Systems, Hyperion, Lead Software, QPR & proDacapo	PCS Consulting provides activity-based costing; planning and budgeting; and performance measurement training, design, and implementation services. Its consultants have hands-on implementation expertise with leading applications and business intelligence technology, working alongside clients to implement sustainable performance management decision-support systems. PCS maintains an ABC software intelligence knowledge base of leading vendors.
PINNACLE GROUP WORLDWIDE www.pgww.com info@pgww.com (800) 403-0795; New York City	1995 50-plus consultants 100-plus projects	North America, Europe & Latin America Hyperion & Microsoft	Pinnacle Group offers quick time-to-value implementations. It helps companies with complex consolidation and reporting issues, including Sarbanes-Oxley and IAS/IFRS compliance. Key verticals for this firm are financial services, telecom, health care, manufacturing, and consumer products. Pinnacle also offers BPM software as a managed service through www.k2analytics.com.

Company	Year established/ # of BPM consultants/ # of BPM projects in past three years	Service area/ Key partners	Comments
Implementation Consulting Firms			
RANZAL & ASSOCIATES www.ranzal.com info@ranzal.com (914) 253-6600; White Plains, NY	1996 46 consultants 100 projects	North America & Europe Hyperion & Informatica	A subsidiary of Edgewater Technology, Ranzal has more than 10 years' experience delivering high-impact BPM solutions. Ranzal creates customized solutions that address business needs such as financial consolidation, planning, analysis, and modeling. Ranzal consultants are experts in Hyperion systems, with experience in verticals including finance, health care, manufacturing, retail, utilities, and insurance.
REPORTSOURCE www.reportsource.com info@reportsource.com +44 (0) 207 847 4027; London	1999 40-plus consultants N/A	Europe Hyperion	ReportSource is a U.K.-based Hyperion implementer, reseller, and support consultancy. The firm uses its BPM-specific methodology to exploit the full value of Hyperion's solution. Its consultants have experience in all aspects of delivering solutions to clients of all sizes. ReportSource offers the "Hyperion-in-a-Box" solution – a fixed-scope, fixed-price solution that bundles software and services.
RESOURCES GLOBAL PROFESSIONALS www.resourcesglobal.com gary.reck@resources-us.com (714) 430-6418; Costa Mesa, CA	1996 250-plus consultants 400-plus projects	Global Hyperion, Cognos, Cartesis, OutlookSoft, Business Objects & Applix	Resources Global Professionals' associates average 20 years of functional (CPA/MBA) and technical (BPM/ERP) knowledge. A publicly traded company, the firm provides expertise to Fortune 1000 companies. Consultants work at the client's direction, offering deep technical expertise for help selecting and implementing BPM solutions, or to backfill staff for clients seeking to remain closer to the project.
REVELWOOD www.revelwood.com marketing@revelwood.com (201) 984-3030; Parsippany, NJ	1995 12 consultants 50 projects	North America Applix	A premier partner of Applix, Revelwood has proven BPM expertise in implementing complex budgeting, planning, reporting, and consolidation solutions for midsize to large companies. Revelwood's vertical focus is in media and entertainment, manufacturing, health care, and financial services.
STRAFFORD TECHNOLOGY INC. www.strafford.com salesteam@strafford.com (800) 983-2443; Boston	1995 28 consultants 90 projects	North America Hyperion, Cognos, OutlookSoft, Extensity, Business Objects & Oracle	Strafford provides independent consulting services in assessment, design, and implementation. Strafford is partnered with the major BPM software vendors, and it leverages its 12-year history in designing and implementing business intelligence systems with deep financial expertise.
TECHNOLAB CORP. www.technolabcorp.com paulo@technolabcorp.com (786) 375-0600; Miami	1999 64 consultants 95 projects	North America, Europe & Latin America Hyperion	Technolab focuses on applying technology to solve real-world business problems. Its skilled professionals have a unique combination of business, data management, technology, and analytical expertise. The firm utilizes a proven methodology that incorporates best practices in both project management and solutions content.
TOPDOWN CONSULTING INC. www.topdownconsulting.com info@topdownconsulting.com (888) 644-8445; San Francisco	2000 40 consultants 100-plus projects	North America Hyperion, OutlookSoft & BPM Partners	TopDown Consulting specializes in BPM and business intelligence. The firm works with companies worldwide to create strategic vision, define goals, implement solutions, develop client experts, and quantify the success of projects. Services include business strategy, project management, implementation, optimization, technical strategy, training, and support for all Hyperion and OutlookSoft products.
US-ANALYTICS www.us-analytics.com sales@us-analytics.com (877) 828-8727; Dallas	1999 17 consultants 100 projects	North America Microsoft, Hyperion & Symantec	US-Analytics leverages business intelligence technology and functional expertise in initiatives that typically have three universal traits: data integration, advanced analytics, and performance visualization to enhance the decision-making process. The firm provides a complete solution, from project teams to permanent placement of critical BI and BPM staff. It has deep expertise in health care, energy, and real estate.
WHITTMANHART www.whittmanhart.com mcochran@whittmanhart.com (312) 981-6000; Chicago	1984 75 consultants 100-plus projects	North America Hyperion, Cognos, Microsoft & Oracle	WHITTMANHART offers performance management solutions focused on aligning technologies with business strategies as a means of achieving operational excellence. This is accomplished through the delivery of value-added analytic solutions targeted at four key industries: banking/financial services, insurance, health care, and manufacturing.