



The Performance Measurement Group Celebrates its 10th Anniversary

Over 1000 Companies Have Used PMG's Benchmarking Services to Assess and Improve Business Performance

Waltham, MA – March 2009 – The Performance Measurement Group (PMG) is pleased to announce its 10th anniversary in business. Formed in 1998 as a wholly-owned subsidiary of PRTM Management Consultants, Inc., PMG has grown to become the recognized worldwide leader for operational performance measurement and management services. During this time, PMG has served more than 1000 companies spanning a wide array of industries and geographic regions. Its supply chain and product innovation benchmarking databases are the most robust in the world, containing thousands of quantitative performance benchmarks as well as best practices.

“The Performance Measurement Group has been able to succeed because we help our clients succeed,” said Glenn Heywood, Marketing and Sales Director for PMG. “Identifying ‘low-hanging fruit’ is always a critical element to success, especially in today’s uncertain economic times. Our services not only help companies to easily identify areas of strengths and weaknesses in their operations, but also help them to quantify the impact that performance improvement will have to the company’s bottom line financials.”

“For example, we recently were engaged on a supply chain benchmarking project for a major telecommunications company with a tremendous opportunity in cash to cash cycle time. The company’s average accounts payable was 27 days, meaning that on average they were paying their vendors just below the 30 day net terms of their major supplier agreements, even though there were no penalties for up to net 60 days. They learned from the benchmark that the average accounts payable timeframe for their competitors was 50 days. Without spending any money at all on reengineering operations, but extending their accounts payment policy from paying just short of 30 days to just short of 45 days, they were able to free up \$187 million in cash with an associated annual capital savings cost reduction of \$20 million. This one finding and subsequent action provided a significant ROI (200:1) on the cost of the benchmarking engagement and in only 3 months.”

To celebrate its 10th anniversary, PMG has adopted a new brand image which is showcased on its website, www.pmgbenchmarking.com. It has also added a new capability to its secure, online participant website, which now allows PMG benchmarking clients the ability to translate surveys into several languages including Chinese, Japanese, Korean, Spanish.

About PMG

The Performance Measurement Group, LLC, a PRTM company, has been the leading supplier of operational performance benchmarking services to Fortune 500 corporations worldwide for over 10 years. Its customized solutions encompass supply chain and product innovation disciplines, and are built upon the industry's most comprehensive and extensive suite of corporate performance benchmark databases.

PMG helps companies achieve breakthrough business goals by providing comprehensive visibility into their operational performance. The company has developed industry-specific metrics and frameworks to streamline key operational processes.

Visit www.pmgbenchmarking.com or call 781-434-1405 to speak with a professional about how PMG can help your company.