

## **The Performance Measurement Group Partners With Information Builders to Deliver Supply Chain Performance Management Solution**

*Standardized KPIs, Dashboards, and On-Demand Benchmarks Help Customers Optimize Supply Chain Performance*

**Waltham, MA – September 2008** – The Performance Measurement Group (PMG), announces a partnership with Information Builders, the independent leader in pervasive business intelligence (BI) systems, to provide a performance management solution for measuring and managing supply chain operations. The combined offering includes personalized dashboards, KPI's, alerts, benchmarks, and, collaboration and alignment tools to help customers improve supply chain management processes.

"Information Builders expertise with business intelligence, performance management, and reporting and analytics is a natural complement to the extensive operational benchmarking data services of PMG," said Ed Salley, president of PMG. "This relationship with Information Builders and associated annual benchmark data exchange service combines performance measurement and management capabilities in a convenient, consolidated package. Now, PMG supply chain KPI and benchmark information will be more accessible to industry-leading businesses in a one-stop solution."

The new solution incorporates key Supply Chain Operations Reference® (SCOR®) metrics and industry benchmark data from PMG. This is delivered using Information Builders' WebFOCUS Performance Management Framework (PMF) and iWay Software integration capabilities to present, analyze and manage the information. This unique combination of technology enables customers to automatically view and analyze the latest PMG benchmark information on key SCOR metrics from a customized population of companies – on demand. "With WebFOCUS and iWay, Information Builders is making supply chain performance information accessible to customers in a highly interactive way," said Gerald Cohen, president and CEO of Information Builders. "We are working with PMG to provide the key SCOR metrics, as well as industry-specific benchmarks for the most critical aspects of business operations

SCOR is widely acknowledged by the 800 member companies of the Supply-Chain Council as an effective toolkit for managing and upgrading supply chains. SCOR-based metrics enable customers to compare their performance to industry benchmarks via PMG benchmark data. PMG benchmarks are applicable to companies across multiple industries including capital equipment, chemical and advanced materials, consumer packaged goods, electronic and telecommunication equipment, food and beverage, and medical devices.

"Imbedding SCOR metrics and PMG benchmarking data into our WebFOCUS Performance Management Framework is a natural fit for companies seeking an out-of-the-box solution for SC operational performance management," said David Cook, director of Performance Management Solutions at Information Builders. "Companies can be up and running in a few weeks comparing and analyzing their supply chain performance against internal as well as external targets. These metrics can

®Supply-Chain Operations Reference-model® (SCOR®) is a registered trademark of the Supply-Chain Council, Inc.

be easily combined with a wider scope of operational and financial metrics from other areas of the business for a truly holistic performance management approach."

According to PMG's extensive research, companies with best-in-class supply chain practices have 22 percent lower supply chain costs, 50 percent lower material acquisition costs, 55 to 70 percent lower total-days-of-inventory, 70 to 80 percent lower order management costs, lead times that are 2.5 times shorter than the median, and an on-time delivery advantage of 10 to 20 percent.

#### **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](http://www.pmgbenchmarking.com) to learn more about PMG.

#### **About Information Builders**

As a leading independent business intelligence (BI) company for the past 30 years, Information Builders has provided innovative solutions to more than 12,000 customers, including most of the Fortune 100 and numerous U.S. federal government agencies. The company's flagship WebFOCUS product is the world's most widely used BI platform. Superior architecture and intuitive nature enables WebFOCUS to address the needs of everyone in the extended global enterprise – executive, analytical, operational, and beyond. It provides the agility to adapt to changing business conditions with the security, scalability, and flexibility to support dozens to millions of users.

Information Builders is committed to customer service excellence with a Professional Services division that specializes in building custom applications using WebFOCUS and iWay Software. Headquartered in New York City with 90 offices worldwide, the company employs 1,450 people and has more than 350 business partners.

Visit [www.informationbuilders.com](http://www.informationbuilders.com) to learn more about Information Builders