



## **The Performance Measurement Group to present at Supply Chain World North American Conference**

*Recent benchmarking study shows “Best-in-Class” SC companies have more efficient cost structures and superior performance due to more mature practices and lower operational complexity.*

Waltham, MA—March 12, 2007—The Performance Measurement Group (PMG), a PRTM company, is pleased to announce that Ed Salley, President and Marc Bartos, Senior Analyst, will be presenting at the upcoming Supply Chain World, North American Conference to be held in Philadelphia, Pennsylvania March 19th through 21st.

Recent research from the PMG has shown that supply-chain performance is correlated with an additional factor known as operational complexity. The newly updated study will provide new insights on the correlation between complexity and performance of BIC companies and whether such companies maintain consistent BIC performance levels with a highly complex supply-chain operation.

PMG’s research was extensive, for this analysis the company:

- Analyzed 121 supply chains from PMG’s Supply Chain Performance Benchmarking database;
- Developed a composite SC Performance Index from 21 operational and financial performance measures for classifying “Best-in-Class”, “Median”, and “Worst-in-Class” SC performers;
- Analyzed operational and financial performance metrics to understand what advantages are experienced by leading companies; and
- Correlated maturity practices and complexity drivers with “Best-in-Class” SC performers.

The conference presentation will examine the expanded definition of “Best-in-Class” SC companies across a broader set of end-to-end SC performance measures and to more deeply explore with our expanded dataset the correlations of complexity as well as best practices to performance.

Among the key findings are that BIC Supply Chain Performance leaders:

- have better financial performance;
- are more flexible and perform significantly better in meeting customer demand;
- excel in asset and cash management;
- consistently employ more best practices; and
- experience lower complexity with a more efficient cost structure

Copies of the presentation are available on PMG’s web site at [www.pmgbenchmarking.com](http://www.pmgbenchmarking.com)

About PMG:

The Performance Measurement Group, a PRTM subsidiary, is a strategic Enterprise Operations performance measurement and management services firm that specializes in helping companies benchmark and manage their operating performance and practices to identify proper goals and realize higher levels of operational and financial performance. PMG concentrates on supply chain, product development, and customer life cycle management core processes using the most comprehensive suite of standards-based, industry specific performance measurement tools and performance benchmark databases available.

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