

THE MARCHESE GROUP ANNOUNCES ALLIANCE WITH SOFTWARE GIANT WEBMETHODS

Greenwood Village, Colo. – May 10, 2005 — The Marchese Group, a business strategy and operational improvement solutions provider, announced a new alliance with software giant webMethods that will focus on bringing process-based solutions to clients of all sizes and profiles. The Marchese Group services are centered on operations improvement and the suite of webMethods technologies enable this end by making the measurement, standardization, and automation of business processes within reach of any enterprise.

“As we assist our clients to understand and improve the way they deliver products and services to their customers, technology has proven to be a major accelerator to benefit realization” states Greg Marchese, President of The Marchese Group. “While many companies have focused on big systems implementations to enable business improvement, we have focused on the improvement of processes to achieve this same goal. Given webMethods’ focus on Business Process Management and Measurement software, we see tremendous synergies in teaming to deliver rapid improvement to our clients.”

webMethods Business Process Manager and Business Activity Monitoring offerings are state-of-the-art process management technologies, and tie well with the Operations and Process offerings of The Marchese Group. A key aspect of business process management is the ability for an organization to continuously fine-tune processes that drive business efficiency. With a strong heritage in integration and early leadership in business activity monitoring, webMethods Fabric offers a holistic, "enhanced" approach to business process management (BPM). Focusing on business efficiency and agility, webMethods BPM offers closed-loop deployments that allow line-of-business managers to control, refine and optimize "how" they do business without IT intervention.

“We are proud to partner with webMethods; it is an honor to be included as a member of their Partner Program,” said Bill Krauss, COO of The Marchese Group. “It’s a major validation to our philosophy that process effectiveness and efficiency are the cornerstones of world-class operations. To see that a technology provider sees the same thing that we do and is committed to addressing operational, not just IT, needs is terrific news for us.”



With proven expertise in building operational strategy, implementing processes improvement initiatives, and driving technology implementations, The Marchese Group's professional and technical services division is adept at shortening the length of adoption time when employing webMethods technology solutions. "Our strong alliance with webMethods keeps our clients in front of the technology curve, while maintaining a focus on process," says Greg Marchese. "In our world, it's the business, not IT, that drives real change. webMethods is a great advocate of this philosophy."

About The Marchese Group

The Marchese Group was founded in 2004 on the premise that traditional approaches to strategy and technology consulting were increasingly ineffective in today's business environments. Moreover, those approaches offered little in the form of lasting change for clients' organizations and fell short on promises of overall performance improvement.

We believe that developing an operational vision and putting that vision into action in very specific ways is the true purpose of good consultancies. We also believe that transferring knowledge and exiting when the work is complete is a tenant of a good advisor, and we practice these philosophies in all that we do.



About **webMethods.** Get There **Faster.**

webMethods helps organizations worldwide achieve their business objectives with amazing speed, by providing business integration software that aligns the IT investments of our customers with their business priorities. With webMethods, customers can leverage all their existing IT assets, dramatically improve business productivity and ROI, and create a true competitive advantage by making their business processes work harder for their company. webMethods customer base includes 1,200 of the largest and most complex public and private organizations worldwide. More than once every calendar day a webMethods customer launches a webMethods implementation into production.

webMethods (NASDAQ: WEBM) is headquartered in Fairfax, VA, and has offices throughout the United States, Europe, Asia Pacific and Japan.