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Project Leadership Associates Launches New Consulting Offering to Help Organizations Better Manage Potential Acquisitions

Service Offering Combines Deep M&A Expertise and Technology Tools To Help CFO's and Corporate Development Officers Track Potential Deals That Support A Company's Strategy

Chicago, Illinois. Project Leadership Associates, Inc. (PLA) announced today the availability of a new service offering aimed at helping mid-market and enterprise customers track non-organic growth opportunities such as acquisitions, partnerships and joint ventures.

The consulting-based service offering assists companies in defining a clear process for sourcing and completing transactions. Once the process has been defined, a Microsoft SharePoint™ -based web tool is added to manage various acquisition opportunities through the process. Early feedback indicates that the value for companies comes in the form of better decision making and prioritization of the most strategic opportunities, more transparent reporting on the pipeline of potential deals, and the ability to prescribe standard documentation required for deals at certain stages.

“Too often, we see organizations focus their energy on the hot deal of the moment rather than on those deals that would best advance their strategy,” reports Don Robinson, Executive Vice President in the Merger and Strategy practice at PLA. “Adding some structure to the deal process by defining stages and standardizing documentation required for deals to move from one stage to the next keeps companies from wasting resources on non-strategic opportunities. Having the technology to allow all the relevant documents associated with a deal in one place is an added bonus.”

“The structured process for our growth initiatives really helped us get a handle on all of our strategic opportunities. It is clear to us that this collaborative tool adds even further value,” said Pat Rodemers, Senior Director Business Development at Novation.

The consulting services associated with this offering from PLA are delivered by seasoned advisors who have helped dozens of clients become better strategic decision makers and more efficient in the execution of their strategy. The Microsoft SharePoint™ tools are customized to fit the process defined for each client by leveraging PLA's strong technical expertise with the SharePoint™ platform.

“Organizations can derive tremendous value from this service,” added Robinson. “Any organization that is looking at a half-dozen or more potential growth opportunities at any one time will see better use of internal corporate development and finance resources, lower spend on outside advisors, and better reporting to executives and directors on the deal pipeline. All of that adds up to doing more of the right deals that truly align with the strategy.”

More information about this service can be found at www.projectleadership.net/corpdevpipeline or by calling Project Leadership at 312.441.0077.

About Project Leadership, Inc.

Project Leadership provides a broad range of business and technology solutions that address enterprise wide strategy, operations, applications and infrastructure challenges.

Project Leadership Associates (Project Leadership) is a business and technology consulting firm that empowers small, middle market and enterprise organizations with services across four core solution groups: 1.) Strategy & Execution, 2.) Business Operations, 3.) Applications, and 4.) Infrastructure. We focus on delivering all of our services with industry leading thought-leadership, seasoned senior consultants and strong business understanding. We are proud of our organization's accomplishments, but even more proud of our clients' success. Our people are passionate about the strategy and technology solutions they develop, the success of the projects they work on, and the clients they work with. We work hard to develop customer relationships built upon mutual respect and innovation, while emphasizing businesses and technical excellence in everything we do so each project delivers maximized value and return to the client. Project Leadership has been consistently ranked among Crain's Chicago Businesses' Fast 50 and Everything Channel's CRN Fast Growth 100 List as an annual recognition of our growth, performance, and for maintaining profitability since our founding in 1998. Project Leadership was also recently honored with the Microsoft Central Region FY08 Partner Award for Marketing Excellence for our success in driving Microsoft Unified Communications solutions in the marketplace. With headquarters in Chicago and branch offices in Houston and Dallas, Project Leadership is uniquely poised to offer a broad array of solutions that work collaboratively with clients to help them realize substantial results.