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### **PlatformOne Named the BEST HRO Provider to the Mid-Market for the Second Straight Year: The Black Book of Outsourcing Releases its 2007 Findings**

**Atlanta, GA – March 20, 2008** – PlatformOne today announced that it has recently been named the TOP provider of HR Outsourcing Services in the mid-market for the second year in a row. Over 22,000 respondents representing over 1300 HRO clients of mid-market size evaluated 120 providers through the study's web survey instrument between March and June 2007. Final analysis of the surveys was completed in December 2007.

PlatformOne offers HR Business Processing Outsourcing (BPO) solutions that include HR Technology, HR Administrative Services, and HR Professional Support to mid-market companies, those companies with approximately 500 to 15,000 employees.

The announcement came after The Black Book of Outsourcing released its annual assessment of the entire outsourcing marketplace and its analysis of HR vendors in nearly a hundred distinct outsourcing categories. Specifically to the mid-market, The Black Book on Outsourcing evaluated 120 vendors using 18 different performance criteria to reach its findings. Most importantly, interviews were conducted with clients from each of the 120 vendors throughout 2007 and used as a key determinate for the final rankings. In its analyst reports, The Black Book of Outsourcing rated PlatformOne as the top performer in 9 of the 18 criteria, and one of the top two performers in 15 of the 18 criteria, among the 120 vendors reviewed and named in the report.

The study also surveyed each respondent about the benefits they achieved through outsourcing their HR functions. When asked to name the three most crucial contributions realized from outsourcing, the respondents named administrative relief 90%, responsiveness to employee market demands 87%, scalability 81%, and lower cost per employee 76%. When asked to name five reasons to continue outsourcing, the respondents named speed-to-full compliance 95%, fully coordinated HR management 89%, vendor responsiveness to client and employees 88%, enhanced HR process coordination 84%, stronger corporate image 84%, and lower liability 78%.

These benefits, along with a weakening economic outlook, are fueling HR outsourcing growth. Going forward into 2008, PlatformOne said its sales pipeline has more than doubled from 2007 levels and anticipates significant client acquisition growth through year-end 2009.

“PlatformOne has dedicated itself to creating and marketing a credibility in the marketplace that can not be matched by the national firms,” said Tony Foley, president of PlatformOne. “We are obviously thrilled with the results of our performance in the 2007 analysis conducted by The Outsourcing Management Institute. Being named the number one HRO provider two years in a row is a result of our focus to create an HR outsourcing option for the marketplace that can deliver on the expectations it sets with its customers. When your customers are ready and willing to speak kindly about you and rank you highest for client relationships, implementation success, trust, reliability, integrated technologies, and their overall preference for the provider they would recommend, that says a lot.”

The Black Book of Outsourcing analyzed and reported on all 120 vendors using the following criteria:

- Vendor Overall Preference / Recommendation
- Innovation
- Training
- Client Relationships
- Trust
- Breadth of Offering, Client Types, Delivery Excellence
- Deployment and Outsourcing Implementation
- Customization
- Integration and Interfaces
- Scalability, Client Adaptability, Flexible Pricing
- Compensation and Employee Performance
- Reliability
- Company Brand Image
- Marginal Value Adds
- Viability
- Data Security and Backup Services
- Support and Customer Care
- Best of Breed Technology and Process Improvement

To see the detailed results of the mid-market HRO study and the top ten ranked vendors by the categories above, visit the PlatformOne website: [www.platformone.com](http://www.platformone.com)

### **About The Outsourcing Management Institute, The Brown-Wilson Group and The Black Book of Outsourcing**

The Outsourcing Management Institute (OMI) is a nonprofit organization that provides education to corporate executives on all types of outsourcing, through Syracuse University and other institutions of higher education. OMI conducts fresh research on the entire outsourcing marketplace each year and its findings are the basis for The Black Book on Outsourcing, published annually.

The Brown-Wilson Group, whose principals include Douglas Brown and Scott Wilson, are regarded as thought leaders on the outsourcing market space. Their book, The Black Book of Outsourcing, is highly endorsed by outsourcing industry experts as a one-of-a-kind resource for the business community.

The Black Book of Outsourcing is a comprehensive guide and directory for the emerging field of outsourcing. It includes expert advice on how to operate an outsourcing program, how to deal with the political aspects of outsourcing, and how to find a career in

outsourcing. A controversial and emotional subject among business leaders and workers in the global business community, outsourcing is fast becoming one of the greatest organizational and industrial shifts in modern history. For more information, visit <http://www.theblackbookofoutsourcing.com> .

### **About PlatformOne**

PlatformOne is an innovator and leader in the delivery of state-of-the-art Human Resources solutions. Evolving over 23 years, PlatformOne offers HR Business Processing Outsourcing (BPO) solutions that include HR Technology Infrastructure, HR Administrative Services, and HR Professional Support. Our comprehensive HR solutions, when combined with our world-class people, processes, and technology produce efficient, consistent, and cost-effective results for our clients. Additional information on PlatformOne may be found on its web site. [www.PlatformOne.com](http://www.PlatformOne.com)

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