

# Leonardo Consulting and Vanguard Integration announce Strategic Partnership

Regional BPM leader joins forces with Key specialist Integration services provider

Melbourne VIC and Sydney NSW - April 27, 2011—[Leonardo Consulting](#), the regional leader in BPM consulting and technology services and [Vanguard Integration](#), have announced a strategic partnership to deliver specialist Business Process Management software and solutions to customers throughout the ANZ region.

“Following the recent acquisition of IDS Scheer AG by Software AG and the announcement of the integration of their key products; ARIS by IDS Scheer and WebMethods by Software AG, It made sense.” said Vanguard CEO Steve Chetcuti. “Leonardo has specialised in services to support the ARIS platform for over ten years and we are the largest specialist WebMethods service provider in the region. Together we provide the largest dedicated full service BPM operation in the region, with a services portfolio supporting the full spectrum of BPM capability from strategy development to process execution.

With worldwide IT spending forecast to top \$3.6 trillion dollars this year BPM technology is one of the hottest growth segments. Michele Cantara, research vice president at Gartner explains this growing interest, “Business process management continues to grow in popularity because it offers major business performance improvement advantages.”

The two organisations are well placed to assist customers to meet this anticipated growth in the market. In addition to Software AG the companies provide specialist BPM technology services to support SAP, Oracle and Appian. Together the combined organisations will deploy over 70 specialist BPM consulting resources through 6 regional offices covering the ANZ region and possess an impressive client list including iconic brands such as Australia Post, BHPBilliton, Woolworths and NAB, as well as a number of State and Federal Government Agencies.

Steve explained that the joint initiative is truly strategic in nature and just beginning, “We will continue to jointly develop our service offerings in this space to leverage our experience and specialist knowledge across multiple technology platforms. The technology in this space is innovating quickly and we aim to be at the forefront of that innovation by bringing effective mobile and social BPM solutions to our customers.

Chris Nagel, CEO of Leonardo Consulting was quick to point out why the relationship works. “There is a strong cultural alignment between the two organisations and our existing service capabilities are very complimentary. We see enormous potential in the ability to deliver rapid benefits to organisations through a joint approach that brings together consulting, education, training and integration services including program and project management for the effective deployment of BPM solutions.”

**About Leonardo Consulting**

For the past 11 years Leonardo Consulting has been providing comprehensive support in all areas related to Business Process and Enterprise Architecture Management to some of Australia's largest and most successful organisations. Leonardo is based in Brisbane and has offices in Sydney, Melbourne, Canberra and Perth supporting customers from Auckland in the East to Perth in the West. With a strong focus on customer capability development, Leonardo is committed to fostering innovation and a growing community of practice in BPM amongst customers and partners through education and research. This is achieved by encouraging the exchange of ideas by hosting events such as the annual [ProcessDays conference](#), regular master classes, forums and a close association with the academic world. For more information visit [www.leonardo.com.au](http://www.leonardo.com.au)

**About Vanguard Integration**

Vanguard is a specialist integration consultancy that provides services across the entire BPMS lifecycle from architecture and planning to long term support. Headquartered in Melbourne, Vanguard provides domain expertise and technical competence for the seamless execution of Integration projects using BPMS . Their dedicated team of expert consultants has successfully delivered in excess of 120 successful EAI implementations. Vanguard has a peerless reputation for delivering projects on-time and budget that has been recognised by their clients. For more information, visit [www.vanguardintegration.com](http://www.vanguardintegration.com) .

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