



NEWS RELEASE

Hewlett-Packard Awarded Excellence in Practice Citation by American Society for Training and Development

Atlanta, GA – June 20, 2008: Hewlett-Packard's 'Fly High General Manager Program' was recognized by the American Society for Training and Development (ASTD) with its prestigious Excellence in Practice citation. This Program was implemented to ensure that HP's European Sales Directors develop the capabilities to achieve business goals, drive improvement and meet and exceed aggressive revenue growth targets. Initial results show a 60% improvement in key performance areas such as strategy, leadership, people development and sales execution and have been linked to \$250 million growth in revenue in 2007. PMI worked together with Mercuri International to develop and deploy the program: its overwhelming success has prompted its release to the next level of sales managers and plans are to launch this initiative in Asia and the Americas.

About Performance Methods, Inc. Based in Atlanta, GA, PMI provides consulting and training services to assist clients in the design, development and deployment of customer engagement best practices. PMI's unique approach provides clients with customized and integrated solutions consisting of sales processes, best practices and consultative selling skills. PMI has been selected by many of the world's leading corporations as their sales best practices partner and has been widely recognized for the innovation, effectiveness and the strength of its contemporary suite of customized sales performance solutions. PMI creates worldwide client value and coverage through its global partnership with Mercuri International, the world's largest sales training and development consultancy, and is an active participant and sponsor in the Strategic Account Management Association (SAMA), the world's largest non-profit community of sales best practices. For additional information on Performance Methods, please visit www.performancemethods.com.

About Mercuri International Based in Stockholm, Sweden, Mercuri is the world's largest sales training and development organization. Founded fifty years ago, Mercuri has grown to over 700 people located around the globe. Mercuri's coverage model includes over 40 countries in Europe, Asia, North and South America, the Middle East, South Africa and Australia. Mercuri serves these markets with sales training and consulting offerings in 14 languages and runs in excess of 18,000 events attended by over 330,000 participants each year. Mercuri's broad global client base includes over 15,000 organizations, many of whom have been in partnership with Mercuri for over 10 years. Mercuri International is part of Bure Equity AB. For additional information on Mercuri, please visit www.mercuri.net.

Performance Methods, Inc.
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