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KMCI Reaches Pact with Expert Choice, Inc.

January 8, 2004 — KMCI announced today that it has entered into a strategic alliance with Expert Choice, Inc., a leading supplier of collaborative decision support software and services based in Arlington, VA. Expert Choice's tools will be used in support of K-STREAM[™], KMCI's proprietary strategy and implementation methodology for serious KM professionals. K-STREAM[™] is the first complete KM methodology of its kind in the industry – a state-of-the-art, one-stop-shop solution for contemporary KM practitioners and managers of corporate KM functions.

Expert Choice's tools include Expert Choice for GroupsTM, a collaborative decision support engine that KMCI will adapt to K-STREAMTM, Expert Choice Resource AlignerTM, an advanced optimization platform for project portfolio alignment and ROI determinations in KM, and the Expert Choice Decision PortalTM, a web-based collaborative environment for asynchronous and geographically dispersed enterprise decision making. The choice of these tools reflects KMCI's view that corporate KM functions, like so many other branches of management, are liable to be contending with many interventions or projects at once, and that portfolio management capabilities must, therefore, be part of a comprehensive KM methodology. Commenting on his company's new agreement with KMCI, Expert Choice's CEO, Rich Dougherty, said, "We look forward to working with KMCI in support of K-STREAMTM, and also to bringing to KM what so many other branches of management have had for years now, a proven basis for making strategy, project planning and implementation decisions, aligning resources, and computing benefits."

Of particular importance in KMCI's application of Expert Choice to K-STREAM™ is the resulting ability to compute value-based ROI from interventions and investments made in KM. In addition to monetary ROI, Expert Choice also makes it possible to quantitatively measure "soft" value-based benefits, and to integrate and report both monetary and soft benefits on the same measurement scale. As Joseph M. Firestone, co-CEO and EVP of Education, Research and Membership at KMCI put it, "This ability to compute ROI in universal terms from investments made in KM is nothing short of revolutionary in the field. It's a breakthrough for KM."

Central to the alliance announced today is KMCI's intent to integrate key elements of its 'New Knowledge Management' conceptual frameworks with Expert Choice's tools, so that KM-specific templates constructed with Expert Choice will be available to K-STREAM™ users. All K-STREAM™ students and licensees will receive free trial licenses to use Expert Choice's tools. The first K-STREAM™ class will be held March 1-5, 2004 in Washington, DC. Contact KMCI for more details.

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More information about Expert Choice, Inc. can be found at the company's website, www.expertchoice.com, or by contacting Jim Devlin at jdevlin@expertchoice.com or at 703 243 5595. More information about KMCI can be found at www.kmci.org, or by contacting Mark W. McElroy, president of KMCI, at mmcelroy@vermontel.net.