

January Sponsor



BPM Market Overviews

In our January 13, 2009 Advisor we continued a tradition that we began when we launched BPTrends in early 2003 - providing a sweeping overview of the BPM market. Since then, in most cases, our overviews have taken the form of Advisors that we published early in the year. In some cases, we provided overviews in mid-year and in other cases our contributors provided general market overviews, overviews of specific market segments and overviews of the ways in which organizations were applying business process technologies to improve performance.

In all cases, our overviews sacrificed detail for a broader perspective. In most forecasts, we made predictions and often our predictions were correct. As we suggested last week, this year is particularly hard to predict because the turbulent economy makes it extremely difficult to imagine how the year will evolve. In earlier years, it was often simply a matter of saying that 2004 was good and that 2005 would likely to be even better.

Of course, the market keeps changing. Thus, for example, there were few BPMS vendors in 2003. Then, the number of vendors grew rapidly in 2005-2006 and, recently, there has been quite a bit of consolidation and the number of BPMS vendors is now smaller, again. Similar cycles are apparent in other areas as well. There was great interest in BPEL, for example, in 2003-2004, and there is

Expand Your Knowledge with Professional BPM Training and Certification:

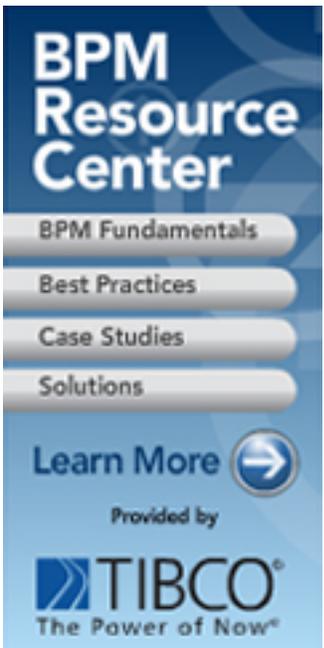
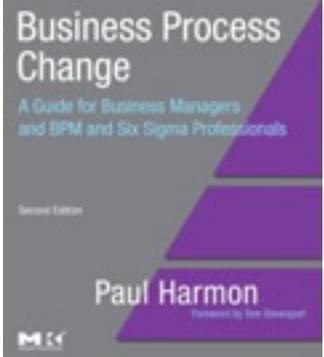
- ➔ At Our Locations Nationwide or
- ➔ On-site at Your Facility

BOSTON UNIVERSITY

CORPORATE EDUCATION CENTER

1.800.BU.TRAIN

[MORE INFO >>](#)





BPTrends Associates
BPM TRAINING
delivered in
AUSTRALIA and NEW ZEALAND
by
leonardo consulting

much less interest now.

Collected below are some of the Advisors we have written and some Articles others have written describing various aspects of the state of the BPM market. Read sequentially, they provide a nice overview of the evolution of today's BPM marketplace.

January 2003: What is Business Process Change? - Paul Harmon -

January 10, 2003

This issue provides an Overview of the business process change market and defines the various communities that we use to classify materials on the BPTrends portal.

Advisor: The Business Process Market - Paul Harmon - March 18, 2003

This March BPTrends Advisor discusses how one might organize an index of business process vendors and associations and provides a brief Overview of the market as we see it today. We hope you find it useful.

Technical Brief: The Market for Packaged Applications - Celia Wolf - April 05, 2003

Celia Wolf describes the Packaged Applications Market, provides some definitions that emphasize how they can be used for business process automation, and estimates the overall size of the Market.

The Evolution of Six Sigma - Paul Harmon - March 09, 2004

This BPTrends Advisor discusses Six Sigma and the increasing role it is playing in the evolving BP Market.

April 2004: BPT Tools - Paul Harmon - April 06, 2004

In this issue of BPTrends we provide



Torque management
BP Trends Business Process Education
Now Available in EUROPE!
Gain professional certification with our BPM courses
need more details?
[Click here](#)
BPTrends
BUSINESS PROCESS TRENDS

readers with a very pragmatic introduction to the concept of BPM Tools, consider how the Market has developed in the past year, and present our view of how the BPM tools Market is likely to develop in the future.

The Third Wave: BPM Due Diligence-
Howard Smith and Peter Fingar -
September 07, 2004

This month, Howard Smith and Peter Fingar reflect on the many meanings of BPM and consider the problems associated with any new term when it becomes popular. They urge customers that want BPM to be more than a Marketing slogan to stand up and be counted.

BPM Standards - Rashid Khan - May
03, 2005

Rashid Khan, the CEO of Ultimus, reviews the opportunities for business process standards, notes some de facto standards, but concludes that the complexities of the current BPM Market mediate against the current efforts to formalize BP modeling languages. Khan's Article provides a thoughtful counterpoint to numerous Articles we've published that argue that standards will lead to an expanded BP Market.

BPM Systems - Paul Harmon - May
17, 2005

The BPM Systems Market continues to grow vigorously as new applications are announced and new vendors enter this already crowded Market. In this BPTrends Advisor we try to summarize the state of the BPMS Market in the spring of 2005.

BPM in Context: Now and in the
Future - Jon Pyke - June 07, 2005

Jon Pyke is the former CTO of Staffware, the Chair of the Workflow Management Coalition, and the founder of a new company, the Process Factory. In this

paper he considers the various technologies that make up the BPM Market and suggests the impact of new methods of deployment on the evolving BPM Market.

[The Six Sigma Market](#) - Paul Harmon and Celia Wolf - September 06, 2005

In this short piece, Celia Wolf and Paul Harmon offer an Overview of the technologies being used by practitioners in the current Lean Six Sigma market, and then do some calculations and conclude that today's Six Sigma consultancies are earning around \$200 million a year, and growing steadily.

[BPM, BPR, Six Sigma and BPMS](#) - Paul Harmon - September 27, 2005

The Business Process Management Market includes a number of segments. In this Advisor we estimate the relative size of the Business Process Redesign (BPR), and Six Sigma Market segments and compare them to the BPM Software (BPMS) Market segment.

[The 2005 Business Rules Awareness Survey](#) - Kristen Seer - October 04, 2005

This summer, the European Business Rules Conference joined with the Business Rules Forum to conduct a survey of 184 managers and practitioners who were involved in Business Rules development within their respective organizations. This short summary by Kristen Seer provides a nice glimpse into how the Business Rules professionals think the rules Market is developing.

[The State of Business Process in 2006](#) - Paul Harmon - January 17, 2006

In this Advisor, we provide a brief Overview of the key developments in BPM in 2005 and suggest some of the things that are likely to happen in 2006.

**The BPMS Market - Ismael Ghalimi -
February 07, 2006**

This month, our new columnist, Ismael Ghalimi, a founder of the BPMI.org and the CEO of Intalio, makes some predictions about how the BPMS Market will develop in the year ahead.

**Market Consolidation - Paul Harmon -
March 21, 2006**

BEA's acquisition of Fuego this month is only the latest in a series of business process acquisitions. A trend toward consolidation has definitely begun and there will probably be some other acquisitions before the year is out.

**The Emerging Era of BPM and its
Imperatives for an IT Leader -**

**Vinaykumar Mummigatti - June 06,
2006**

Vinaykumar Mummigatti, the General Manager of the BPM practice at Satyam Computer Services, offers an Overview of the factors that are driving BPM and explores the business case for pursuing BPM at your company.

**The BPMS Market and the Majors -
Paul Harmon - September 27, 2006**

The BPMS Market continues to heat up. One sign of this is the recent move by IBM, SAP, and Microsoft to define BPM for their respective communities. Clearly, the majors are still tentative, but they are beginning to establish a presence in the BPMS Market.

**Business Performance Management
Keeps Evolving - Paul Harmon -
October 31, 2006**

Evolving in parallel to Business Process Management and BPMS, Business Intelligence (BI) vendors have continued to use the term Business Performance Management to refer to providing performance information to senior executives. Recent consolidation moves

suggest that this segment of the Market is evolving rapidly.

[The Year Ahead](#) - Paul Harmon and Celia Wolf - January 23, 2007

In this Advisor, Paul Harmon and Celia Wolf consider the BPM Market in 2006 and speculate on the major developments we expect to dominate the BPM scene in the coming year.

[What's Happening With BPMS?](#) - Paul Harmon - April 17, 2007

This Advisor provides a quick overview of the BPMS Market - What's happening in the vendor community? What BPMS applications are being developed? And, what's happening with BPEL and BPMN?

[The State of the BPMS Market](#) - Paul Harmon - September 18, 2007

The BPMS Market is definitely consolidating. During the last five months, Software AG bought webMethods, TIBCO bought Spotfire, IBM bought TeleLogic, and Metastorm bought Proforma. We argued that 2007 would be the year that everyone recognized the relationship between BPMS and SOA. Similarly, we believe that 2008 will be the year that everyone recognizes the important relationship between BPMS and BI. Thus, while the Market is consolidating, it is also expanding and growing in new ways.

[Business Process Methodologies](#) - Paul Harmon - November 27, 2007

There are a number of Business Process Methodologies available to companies that want help in approaching process change. In this Advisor, we provide an Overview of the leading, public BP methodologies.

[BPM, BPMS and SOA](#) - Paul Harmon - March 11, 2008

In the BPTrends BPM Market Survey we published in February, we found that

most practitioners discriminate between BPM, which is a broad approach to process change, and BPMS, which describes a software approach to automating process management. They also increasingly link BPMS and SOA. In this Advisor, we consider how they all fit together.

[BPM in India: Lifting the Veil](#) - Jyoti Bhat and Jude Fernandez- December 02, 2008

In their debut Column for BPTrends, the authors share their insights into the state of BPM in India and forecast the direction Indian companies will likely take to initiate and enhance existing processes. Read their Column for their inside view of the opportunities, challenges and uniqueness of the Indian Market.

Til next time,

Paul Harmon

:: [email us](#)
:: [Visit BPTrends](#)