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THE NEWMAN GROUP INTRODUCES 'BLACK BOX' SOLUTION FOR INTEGRATED TALENT MANAGEMENT STRATEGY

LOS ANGELES, September 30, 2010 – The Newman Group, a Futurestep Company, today announced the launch of its proprietary Integrated Talent Management (ITM) Strategic Assessment service. ITM Strategic Assessment provides a framework to help companies build operational ITM strategies that yield competitive advantages in securing, developing and retaining critical talent.

Originally developed as part of The Newman Group's Talent Management Strategy Assessment, the ITM Strategic Assessment methodology has been successfully applied to address detailed planning challenges for multiple enterprise clients. Today's announcement represents the introduction of the proven ITM Strategic Assessment as a standalone solution.

ITM Strategic Assessment provides a facilitated strategic development approach for integrating functional talent management silos. Based on a company's business needs and objectives, the solution applies proven "black box" engineering principles to map desired process and data connections between talent acquisition, succession planning, workforce planning, recruitment, compensation and employee development. Features include detailed visualization tools, a maturity assessment, and a multi-year improvement roadmap.

Black box analysis has roots in the development of large engineering projects, and draws from key elements of Six Sigma, including a practice known as SIPOC (Suppliers, Inputs, Process, Outputs, Consumers) Analysis. This practice is applied to the design of an integrated HR organization, with "black box" representing a key talent management discipline. The result is an ITM framework that combines a high-level strategic perspective combined with the level of focus to address demanding details. It is this framework that drives the ITM Strategic Assessment solution.

"Companies are recognizing that integrating talent management processes can dramatically improve their ability to acquire and retain the right talent for their needs," said Newman Group General Manager Kelly Cartwright. "By taming the complexity associated with integrated key talent management processes, ITM Strategic Assessment provides companies with a clear and sustainable path for building a mature talent management function."

Since its acquisition by Futurestep, a Korn/Ferry Company (NYSE: KFY) in 2008, The Newman Group has continued to grow its reputation as a leading provider of talent management strategy and expertise for today's Fortune 1000 companies.



About The Newman Group

The Newman is a leading provider of talent management consulting solutions to today's top enterprise organizations. Our consultants combine next-practice vision, practical solutions, and an unparalleled level of commitment and integrity to help our clients translate their talent management strategies into measurable business impact. Founded in 1998, the company is recognized as an industry authority on talent technology and talent management strategy.

About Futurestep

Futurestep is a Korn/Ferry Company and a leading global talent acquisition solutions provider, helping companies build and implement strategies for improving their talent acquisition operations. Key areas of focus include Talent Acquisition Consulting, Recruitment Process Outsourcing, Project-based Recruitment and Mid-Level Recruitment. With operations on four continents, Futurestep provides the experience and expertise to address the most pressing talent acquisition challenges facing companies today. To learn more, visit futurestep.com.

About Korn/Ferry International

Korn/Ferry International, with a presence throughout the Americas, Asia Pacific, Europe, the Middle East and Africa, is a premier global provider of talent management solutions. Based in Los Angeles, the firm delivers an array of solutions that help clients to attract, develop, retain and sustain their talent. Visit www.kornferry.com for more information on the Korn/Ferry International family of companies, and www.kornferryinstitute.com for thought leadership, intellectual property and research.