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## **ISG Announces New Agreement to Aid Chinese Outsourcing Industry**

Business unit TPI will work with Huaqiao  
to enhance appeal to buyers, service providers, global corporations

Shanghai satellite zone poised to become global destination  
for business process, financial services outsourcing

**STAMFORD, Conn., Sept. 23, 2009** — Information Services Group, Inc. (ISG) (NASDAQ:III, IIIU, IIIW), an industry-leading information-based services company, announced today that its business unit TPI, the largest sourcing data and advisory firm in the world, has signed an agreement to help Huaqiao, a satellite zone of Shanghai, take the lead in expanding the outsourcing market in China.

Under the agreement, TPI will assist Huaqiao with the creation of China's first operating protocols and standards for outsourcing industry participants. The protocols and standards, which will address issues such as business setup, data privacy, intellectual property, measurement and reporting systems and training and education, are designed to increase the city's appeal to global sourcing buyers, service providers setting up delivery centers and global corporations building captive or shared services centers.

Huaqiao is an economic development zone in China dedicated to services outsourcing. The Huaqiao International Service Business Park, located just 12.4 miles (20 km) east of central Shanghai, is expected to become a hub of financial services outsourcing (FSO) and business process outsourcing (BPO) activity, with an anticipated workforce of 300,000 and a productive capacity of \$15 billion within five to 10 years.

"We are very pleased that TPI is working with us to strengthen our position in the global outsourcing marketplace," said Ren Xueyuan, chief executive of Huaqiao. "We believe Huaqiao is the most dedicated service sourcing industry park and that dedication and focus give us a strong advantage. As we aim to be a leading global service sourcing location, we've

increasingly realized the need to align with global operating protocols and standards. TPI's unparalleled sourcing experience and expertise will help us address that need and make Huaqiao and China attractive destinations for both the buy and sell sides of the industry."

ISG launched TPI in China in March with the opening of its Hangzhou-based Training and Assessment Center to provide advisory services and information to both buy- and sell-side clients. In May, ISG signed agreements with the Chinese Ministry of Commerce (MOC) and a strategic cooperation agreement with the China Council for International Investment Promotion (CCIIP) to work together on accelerating the growth of the country's emerging IT and business process outsourcing sectors.

"TPI is a very important strategic partner of CCIIP and we are looking forward to working with its global experts and their unique resources to speed up the development of China's sourcing market," said Madam Zhou Ming, Executive Vice President and Secretary General, CCIIP. "Huaqiao represents a first step in this journey."

Added Zhou Wei Qiang, Vice Mayor of Suzhou: "China needs to find its own way to stand out from countries such as India and attract more attention from global first-tier buyers. We are looking forward to TPI's success in helping Huaqiao."

Said Michael Rehkopf, TPI Partner and Head of TPI China: "This is another step in our continuing efforts to help develop a strong outsourcing industry in China. With this agreement, Huaqiao is demonstrating leadership that should inspire confidence in corporations around the world that are looking to China to be the next major sourcing market."

"We are pleased to be a partner with Huaqiao in strengthening China's outsourcing sector," said Michael P. Connors, Chairman and CEO, ISG and TPI. "China is an extremely important market for ISG and TPI and for the sourcing industry as a whole and we are excited to be participating in its further development and growth."

### **About TPI**

TPI, a unit of Information Services Group, Inc. (ISG) (NASDAQ:III, IIIIU, IIIIW), is the founder and innovator of the sourcing advisory industry, and the largest sourcing data and advisory firm in the world. We are expert at a broad range of business support functions and related research methodologies. Utilizing deep functional domain expertise and extensive practical experience, TPI's accomplished industry experts collaborate with organizations to help them advance their business operations through the best combination of business process improvement, shared services, outsourcing and offshoring. In addition, TPI Momentum, a business unit of TPI, provides information and insights to outsourcing and offshoring service providers to help them provide enhanced services to their sourcing clients. In 2009, TPI is celebrating its 20<sup>th</sup> anniversary. For additional information, visit [www.tpi.net](http://www.tpi.net).

### **About Information Services Group, Inc.**

Information Services Group, Inc. (ISG) (NASDAQ:III, IIIIU, IIIIW) was founded in 2006 to build an industry-leading, high-growth, information-based services company by acquiring and growing businesses in advisory, data, business and media information services. In November 2007, the company acquired TPI, the largest independent sourcing advisory firm in the world. Based in Stamford, Conn., ISG has a proven leadership team with global experience in information-based

services and a track record of creating significant value for shareowners, clients and employees.  
For more, visit [www.informationsg.com](http://www.informationsg.com).

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