



## **KPI and Centus Consultoria e Negócios sign Consulting Partner Agreement**

April 4, 2013

MENDHAM, NJ/Belo Horizonte, Brazil – **Knowledge Partners International, LLC** (KPI) and **Centus Consultoria e Negócios (Centus)** announced today the companies signed an agreement appointing Centus as KPI's Consulting Partner in Brazil.

Centus is a consulting company providing services related to Business Analysis and Change Management. Its founder and owner Antonio Plais has many years of executive experience in different roles covering business and IT. He is also a founding member of the IIBA Chapter Minas Gerais.

KPI, the international thought leader in Decision Modeling and Requirements, is the originator of the KPISTEP methodology, the first methodology to leverage The Decision Model (TDM) invented by Barbara von Halle and Larry Goldberg. KPI supports large global enterprises in managing change in their Business Logic, and ensuring that it is understandable by the Business, and usable by IT.

The Centus consulting team will deploy the KPISTEP Methodology in the Brazilian market, enabling industry leaders in Brazil to implement The Decision Model.

Antonio Plais, proprietor of Centus, mentioned, "Change Management is a key focus of my company. The Decision Model fits perfect into our existing portfolio of services and software applications we are reselling. We believe that Barbara von Halle's and Larry Goldberg's invention will profoundly change the way our clients capture, organize and manage business logic."

Larry Goldberg, Managing Partner of KPI said, "Brazil has become an important market for Business Process Management methodologies and tools which provides a good basis for the proliferation of The Decision Model. We are excited about being represented in this interesting growth market through Centus."

### **About The Decision Model**

In 2009, Knowledge Partners International introduced The Decision Model, a technology independent model based on the inherent structure of business logic. The model is proposed in the groundbreaking book *The Decision Model: A Business Logic Framework Linking Business and Technology* (Auerbach, 2009). The book is written for both the technical and non-technical reader, providing a detailed theoretical framework as well as a real-life approach to adopting The Decision Model in practice in business rules projects. It also provides commentary on the use of The Decision Model in an Enterprise and Business Architecture, in Service Oriented Architecture, in Business Process Management, in business requirements, and analysis, as well as management practices in general ([www.thedecisionmodel.com](http://www.thedecisionmodel.com)).

**About Knowledge Partners International LLC**

KPI is the thought leader and innovator in the field of Business Decision Modeling and Requirements. The company's services enable many of the Global 1,000 companies to discover, organize and manage their business decisions. KPI offers project leadership to help organizations implement KPISTEP and FirstSTEP, leading methodologies in the fields of business decisions, business rules, business process and requirements. The company provides consulting, training, certification, mentorship and knowledge transfer services to ensure that clients become self-sufficient in these areas.

**About Centus Consultoria e Negócios**

Centus is a Brazilian consulting company linking business and technology. We provide know-how and services for business analysis and the modeling of business processes, information and business rules, change management and project management. Our competencies and experience span a variety of industries from the private sector as well as the public sector. Based on our customers' strategies and processes, we help them succeed by connecting the needs of the business with the services of IT.

**For more information please contact:**

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