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FOR IMMEDIATE RELEASE

Time is Money: *Make an Impact* in Your Sourcing Program at Innovation '12

Phoenix, Ariz. (Jan. 19, 2012) According to NRF, "U.S. retail industry sales growth will shrink to 3.4 percent this year, hampered by the lingering housing slump." Customers aren't spending the way they were before the economic downturn and to top it off they are continually concerned about value. How do you develop a plan to not only manage costs and but also continue to provide the highest value to your customers?

Since procurement's influence across the organization has increased and is a growing contributor to a company's competitiveness it's important they have access to the tools they need to deliver the greatest value at the lowest cost – acquire tactics to concur these challenges at Innovation '12.

Intesource, the e-sourcing experts, will host Innovation '12, an annual user conference and information exchange for sourcing and procurement executives and professionals, March 4-6, 2012 at the Bellagio in Las Vegas. The conference offers a unique, purely educational experience unlike any other in the industry. Innovation '12 is designed for Intesource customers and organizations looking to expand and evolve their current e-sourcing programs.

At Innovation '12 we go all-out to ensure the time spent brings an unequalled return on investment. Past Innovation attendees have called it, "One of the best conferences I've ever been to. The information exchange between all of the different companies was more than I had expected."

The conference will kick-off with, David Bell CFO of Schnuck Markets and Jim Buhr CFO and CIO of Bashas' discussing the relationship between procurement and finance – an evolving role since the economic downturn. Through presentations and one-on-one conversations attendees will learn what makes sourcing and procurement initiatives successful within other organizations.

Innovation '12 speakers and topics include:

- Michael Griswold, Gartner, Inc. – Strategic Sourcing: Creating Value in the Retail Supply chain
- Laura Hodges, IHS Global Insight – Pricing Risks: Be Prepared for the Next Round of Commodity Price Swings
- Bryan Rothmeyer & Brian Olin, Family Dollar – Savings Metrics: Measuring Total Organizational Impact
- Coe Hawkins, Save Mart – Exploring Forward Auctions
- Steve Glenning, Wegmans Food Markets – Reinventing an Established Program
- Bryan Porritt, Spartan Stores – 12 Months and 150 Events Later

Click here to view the agenda. Space is limited. To register or for more information visit: Intesource.com/conferences.aspx.

About Intesource, Inc.

Intesource, Inc. is a provider of web-based e-sourcing solutions and services including reverse auctions, vendor management, and contract management. Serving market leaders, the company delivers superior technology backed by industry-leading, full-service support. Intesource's enterprise solutions integrate with existing processes to deliver high impact results – a 30 percent improvement in sourcing efficiencies and 18 percent reduction in the cost of goods and operating expenses. For additional information, visit www.intesource.com and watch a short 3 minute video.