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FOR IMMEDIATE RELEASE

Strength in Numbers: Strategic Retailers are Joining Forces to Create Better Cost Efficiencies

Phoenix, AZ – January 18, 2011 - Retailers cannot control the economy. But they can take steps to lessen its impact.

Forward-thinking food chains, drug stores, distributors and other industry members are slated to join forces this March in an effort to generate profit-improvement opportunities. They hope to discover ways to further cut costs while maintaining quality. Another aim will be to increase bottom line profits despite the sluggish economic recovery.

The forum for the brainstorming session will be the 8th annual Innovation Best Practices in Sourcing and Procurement Conference hosted by e-sourcing company, Intesource, Inc. The event will feature keynote presentations from retail leaders including Alan Gladstone, Founder, Chairman, and Chief Executive Officer of Anna's Linens and Marianne Timmons, Managing Director of Supply Chain 2020, LLC and former Vice President of Supply Chain and Global Business to Business for Wegmans Food Markets.

"I believe the next frontier of savings will be for retailers to partner with key CPG, Supply, Service and Private Label companies to look closely at the supply chain from source to consumer and identify opportunities to lower their total cost," stated Timmons. "Today there is a brick wall between retailers and suppliers about what drives costs, which products are most profitable and why. Changing that is a huge opportunity for everybody, especially the consumer."

Innovation '11 will be held March 6-8 at Planet Hollywood in Las Vegas, Nevada. Attendees can expect keynote presentations, interactive breakout sessions, and a panel discussion. In addition, registrants have the option to attend education sessions hosted by Intesource subject matter experts. To learn more go to www.intesource.com and click events.

Intesource partners include Meijer, Rite Aid, Harris Teeter, Schnuck Markets, and Wegmans Food Markets, to name a few. Nash Finch Company, one of the largest distributors in the food retail industry, also uses the company's full service sourcing solutions and services.

The Intesource e-Sourcing Suite features an all-inclusive, full-service approach. It's customizable and allows for complete transparency and control through every step of the process. The suite contains e-negotiation tools and the associated support services that allow users to become productive within weeks. Intesource also offers contract management and vendor management tools and services designed specifically for the procurement professional.

About Intesource

Intesource, Inc. is a provider of web-based e-sourcing solutions and services including reverse auctions, vendor management, and contract management. Serving market leaders in the retail industry, the company delivers

superior technology backed by industry-leading, full service support. Intesource's enterprise solutions integrate with your existing processes to deliver high impact results – a 30% improvement in sourcing efficiencies and 18% reduction in the cost of goods and operating expenses. For additional information, visit www.intesource.com.