



**Press Contact:**  
Kelly Deacon  
[kdeacon@intesource.com](mailto:kdeacon@intesource.com)  
Intesource, Inc.  
602-445-2200

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## **Sophisticated Supermarkets Are Turning to Full-Service e-Sourcing**

Phoenix, AZ – December 27, 2010 – Traditional negotiation practices are time consuming. And many e-procurement providers don't offer the necessary support to achieve optimum pricing. Consequently, savvy supermarkets are foregoing such old school approaches in lieu of full-service e-sourcing solutions that reduce costs and improve efficiencies throughout the entire procurement cycle.

Spartan Stores, a Michigan based grocery wholesaler and retailer, recently automated its procurement process with a full-service provider.

"We chose an e-auction partner who can offer guidance and do the necessary leg work throughout the entire process," said Steven Staeglich, Director of Indirect Procurement for Spartan. "We began using Intesource's eSuite 5.0 in October and we have already seen the benefits of this process, including process improvements and significant savings on spend, in just a few weeks. Through Intesource's e-sourcing suite, we have reduced costs while retaining or improving quality—two things that are very important to our company and our customers."

Other supermarkets that have partnered with Intesource include Harris Teeter, Meijer, Price Chopper, Schnuck Markets, and Wegmans, 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 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](http://www.intesource.com).