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FOR IMMEDIATE RELEASE

### **Retailers Stick With Full-Service e-Sourcing**

**Phoenix, Ariz.** (June 1, 2011) - Full-service or self-service? E-sourcing solution providers are a dime a dozen in today's high tech world. More and more organizations are adopting online negotiation tools to lower their cost of goods and services. Low cost, self-serve e-sourcing models can be tempting at first glance, but low cost can come at a high price. One poorly executed sourcing project can have a long term negative impact.

Price Chopper Supermarkets, an American-owned, family-managed company since 1932, recently renewed and extended its agreement with its full-service e-procurement provider.

"Partnering with Intesource, which provides guidance and support for every step of our sourcing process, helps us to contain expenses and conserve time, thereby leading to improved efficiency," said Jason Kennedy, Director of Continuous Improvement and Administrative Effectiveness for Price Chopper Supermarkets. "We've been working with Intesource since 2006 and continue to see millions in real dollar savings. We look forward to building on the success of our e-sourcing program and expanding its reach within our organization."

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 percent improvement in sourcing efficiencies and 18 percent reduction in the cost of goods and operating expenses. For additional information, visit [www.intesource.com](http://www.intesource.com).

### **About Price Chopper**

Based in Schenectady, New York, the Golub Corporation owns and operates 127 Price Chopper supermarkets in New York, Connecticut, Massachusetts, New Hampshire, Pennsylvania and Vermont. The American owned, family-managed company prides itself on longstanding

traditions of innovative food merchandising, leadership in community service and cooperative employee relations. Golub's more than 24,000 teammates collectively own 52 percent of the company's privately held stock, making it one of the nation's largest privately held corporations that is predominantly employee-owned. For additional information, visit [www.pricechopper.com](http://www.pricechopper.com).