



Checkmate News *from Paladin Associates, Inc*

Ideas for Cost Reductions and Resource Productivity



April 2012

10th Anniversary Celebration!

www.PaladinAssociatesInc.com

A Note from our Executive Partners

For the past 10 years, Paladin Associates has been helping companies save money, augment their resources, implement technologies, train and coach their people, transform their procurement operations, complete numerous sourcing events and renegotiate contracts and agreements. Our clients have saved millions of dollars with no risk because of our performance fee engagements. This newsletter is distributed to Sourcing, Procurement, Finance, Operations, and other Professionals and is intended to provide useful information and helpful hints on a variety of subjects. Please feel free to forward this to your colleagues and others who could benefit from the information.

This newsletter highlights Bid Optimization and Customized Sourcing Training. We encourage you to consider Bid Optimization for all complex sourcing events and utilize advanced sourcing platforms such as CombineNet. In addition, organizations of all sizes should consider the benefits of customized training for your Sourcing and Procurement resources.

We have enjoyed working with many of you over the past 10 years. Thank you for the opportunity to have been of service and we look forward to working with you for the next 10 years!

Cheers and Best Regards!!!

Click Here to read about

[Optimization](#)

[Webinar: "Don't Get Boxed In By Your E-sourcing Technology"](#)

[Customized Training](#)

[Barbara Ardell, VP](#)

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[Click here to Register for the Webinar on April 25th at 1 PM EDT:](#)

"Don't Get Boxed in by Your e-sourcing Technology" sponsored by CombineNet.

This webinar will provide a roadmap for instituting best practices for the strategic sourcing of packaging materials.

Using a recent case study profiling the success of a mid-sized medical equipment manufacturer, areas for improvement will be highlighted including where e-sourcing technologies limit the ability to execute packaging sourcing

Optimization Meets the Mid-Market

Optimization (Bid Options Analysis) offers a number of important benefits to sourcing professionals. It allows bidders to quote creatively in ways that exploit their strengths and competitive advantages. It also helps to deliver implementable award allocations quickly.

In the past, the complex technology required extensive and expensive professional services. These issues no longer exist. Optimization is now affordable for smaller spends. Regardless of the spend size, you should consider optimization whenever you encounter a sourcing project with:

- Significant complexity
- A large number of items, suppliers, locations, etc.
- Capacity constraints from suppliers
- Price and non-price (CTQ) variables
- Creative proposal options
- Numerous potential award scenarios
- Business impact considerations

strategies and how advanced sourcing and optimization technologies can better support a best practice approach.

Bid Optimization is more effective, more efficient and now significantly more affordable. Try it. You'll like it!

[Read more about Optimization](#)

As a CombineNet Service Partner, Paladin can help with demos and proof of concept projects utilizing our license.

[Contact us for more information.](#)

[Read the full article by Rob Patton](#)



Robert Patton

[Read More about Rob](#)

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Training for Sourcing Professionals - A Customized Approach

If you think of the Sourcing and Procurement organization as a powerful engine that delivers all the goods and services needed to run the business while also contributing significantly to financial results and future growth, then think of the individual sourcing talents and skills of the Sourcing and Procurement organization as the fuel that powers this engine.

Training that is customized to meet each individual Sourcing and Procurement organization's specific needs is frequently a better value than any off the shelf standard offering.

- It is well established that effective training must include case study materials and problem-solving exercises that are deemed by participants to be realistic and relatable to daily work.
- Among other things, when properly executed in the classroom setting, the use of real-life examples greatly enhances the probability of rapid post-classroom deployment and application in the actual work being done by the participants when they return to the daily workplace.

Paladin Associates offers custom, leading edge sourcing skills training which includes a variety of relevant courses to build your "Sourcing University".

Robert Patton, a 35 year Global Sourcing veteran from Procter & Gamble leads this effort. Rob was founding Dean of P&G's Sourcing University.

Let's Get Personal - Meet Barbara Ardell

With over 30 years of professional sourcing experience, Barbara Ardell leverages a diverse background in strategic sourcing, change management, quality and training to deliver results by increasing staff capability through training, coaching and technology application, or by independently implementing specific sourcing strategies.

She was touted by Jason Busch, editor of the distinguished industry blog SpendMatters, as being "perhaps the most experienced, no-nonsense e-sourcing practitioner-turned-consultant in the market".

During multiple assignments in her 20+-year career at Procter & Gamble, Barb managed the Beauty Care Sourcing organization and was directly responsible for strategic sourcing spends worth over \$250 million annually.



Barbara Ardell

[Email Barbara](#)

As VP of Sourcing Solutions at Procuri, Inc., an On-Demand Supply Management solution provider acquired by Ariba, Barbara:

- Assisted clients with solutions to improve the efficiency and effectiveness of their sourcing organizations
- Benchmarked sourcing organizations against industry standard best practices
- Counseled sourcing leadership in establishing appropriate goals and measures
- Guided clients through implementation to enable an efficient ramp-up and a rapid return on investment
- Directly assisted customers with learning and utilizing Procuri's eSourcing software solution, saving hundreds of millions of dollars on a wide variety of spends

Barbara founded and operated a corporate training and consulting business, developing topics such as total quality, teamwork, diversity, people and communication skills, and leadership. She was selected by General Electric to be a certified Six Sigma Quality trainer.

As a Vice President of Paladin Associates she is responsible for Sourcing technology programs including Spend Analytics, e-Sourcing and Bid Optimization. She also manages client Sourcing initiatives and provides commodity leadership in packaging related cost reduction projects.

Procurement Conferences

Thanks for visiting us at these 2012 conferences.

- ProcureCon East Indirect Sourcing Conference in Atlanta brought together 250 Procurement Professionals for the 14th consecutive year in Atlanta.
- The CombineNet Users Conference in Pittsburgh featured a presentation by Barbara Ardell on "Stacking the Deck for Success". Barbara chronicled a Success Story in which CombineNet's technology platform enabled realization of 28% in savings on multimillion dollar purchases of packaging materials.
- AribaLIVE in Las Vegas brings together over 2000 Buyers, Sellers and Ariba Partners to share ideas, practices and insights for collaborative business commerce.



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Paladin Associates

Risk Free Cost Reductions