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FOR IMMEDIATE RELEASE:

Source One Experts Cover Spend Analysis and Market Research for LaSalle University and Research Business Daily

Willow Grove, PA (March 18, 2015) – Procurement consulting firm, Source One Management Services, wraps up an eventful Q1 2015 with speaking engagements at La Salle University and Research Business Daily Report. Already established thought leaders in the procurement, supply chain, and sourcing disciplines, Source One staff continue to be sought as subject matter experts in all areas of spend management, including analytics and market research.

Strategic Sourcing and Category Management expert Jennifer Ulrich will be the featured speaker at the March meeting of La Salle University’s Business Systems and Analytics Club. This club complements the undergraduate program at La Salle, which educates professionals on the integration of “technology and quantitative methods to capture data reliably and create relevant information for decision-making.” Through the guest speaker program, Business Systems and Analytics Club members hear industry insight and commentary from experts in the professions they’re pursuing, and gain perspective on the day-to-day applications of their course curricula.

Ulrich will give a talk covering Spend Analysis, a critical precursor activity to Source One’s strategic sourcing process. Ulrich will detail the elements of spend analysis, focusing on the consolidation, cleansing, and classification of disparate data sets across multiple departments, systems, and locations. The club members will see how a thorough spend analysis provides visibility into savings opportunities and enables critical decision-making for any organization. A nationally recognized speaker and expert on procurement and strategic sourcing strategy, Ulrich has been featured with CFO.com and organizations such as the Association of Accountants and Financial Professionals (IMA). She was also a contributing author of Wiley & Sons, “Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing.”

Also this month, Marketing Category Sourcing expert Megan Connell will be featured on Bob Lederer’s Research Business Daily Report, which provides concise perspectives, insights, and analysis about the market research world. Following her article featured on the Strategic Sourceror, “Best Practices in Conducting Market Research,” Connell will provide real-life insight into the practical application of market research in strategic sourcing. Connell will elaborate on the more intuitive elements of research, such as measuring your own diminishing returns in developing market intelligence.

About Source One

Source One Management Services, LLC is the leading supply chain, strategic sourcing, and procurement services consulting firm. For over twenty years, we've used strategic sourcing to optimize sustainable and competitive advantages in any industry and category. For more information on Source One Management Services, visit us on the web at www.sourceoneinc.com.