



**Press Contact:**  
Bennett Glace  
Marketing Associate  
Source One Management Services, LLC  
1015 N. York Road  
Willow Grove, PA 19090  
P: 888.399.7687  
[prrequest@sourceoneinc.com](mailto:prrequest@sourceoneinc.com)  
[www.sourceoneinc.com](http://www.sourceoneinc.com)

FOR IMMEDIATE RELEASE:

## ***ISM-Philadelphia Welcomes Leading Procurement Consultancy as Guest Speaker for Upcoming Event***

***Source One's Procurement Transformation Expert to lead discussion on Sustainable Category Management during ISM-Philadelphia's February Dinner Meeting.***

**Willow Grove, PA (January 31, 2018)** – On February 8th, Source One's Associate Director and Procurement Transformation Practice Lead, Jennifer Ulrich will share her category management insights with the ISM (Institute for Supply Management) Philadelphia chapter as a guest speaker for the organization's monthly dinner meeting. Putting to use her years of experience helping Fortune 1000 companies implement customized spend management strategies, Ulrich will present *Sustainable Category Management Solutions*.

An industry-recognized expert in Procurement Transformation, Ulrich has helped numerous companies replace tactical purchasing practices in favor more proactive and strategic approaches to managing spend and suppliers. As a result, these organizations have realized not only cost savings, but improved stakeholder engagement and supplier relationships.

In making the transition from reactive purchasing operations to a more strategic supply management organization, Ulrich explains the critical role of effective category management, "Realizing Procurement's full value proposition is only possible when companies allow their purchasing organizations to grow and evolve – and this begins with providing the proper footing for collaborating with other business units."

Ulrich's presentation will assess three major considerations for implementing an effective category management framework: attracting and empowering Procurement talent, establishing strategic relationships with external partners, and advocating for Procurement's value internally. The presentation will center on Source One's approach to category management for long-term value; specifically approaches for eliminating any misconceptions about Procurement and promoting itself as a strategic partner.

Challenging the misconceptions surrounding Procurement is a prevailing topic among procurement practitioners and will be explored further during the Institute for Supply Management's Annual Conference in Nashville this May.

In addition to leading sessions during the main conference, Source One is also the exclusive sponsor of ISM's ExecIn leadership sub-conference. The invite-only event is reserved for senior-level procurement and supply chain leaders featuring private keynote sessions and networking opportunities. 2018 marks the

third consecutive year Source One has sponsored the unique event. As in years past, the Source One team looks forward to lending their supply management insights and expertise to help shape an engaging agenda aimed at helping leaders address global supply chain challenges and prepare for the future of procurement.

###

### **About Source One**

Since 1992, Source One Management Services, LLC has helped drive the evolution of Procurement and Strategic Sourcing from a tactical function to a nuanced and influential business unit. Today, they're still the only consulting firm to focus exclusively on driving value through strategic approaches to sourcing, procurement, and supply chain management.

Industry leading companies trust Source One's tech-enabled procurement team to leverage their market intelligence and broad category expertise to promote efficiency and improve the ROI of their internal procurement operations. Taking procurement's value well beyond cost savings, Source One aligns the department to address enterprise-wide concerns and implement long-term strategies. Learn more about Source One's Procurement and Strategic Sourcing leaders at <https://www.sourceoneinc.com/consulting-tools/consulting-services/procurement-transformation-advisory/>.