

## ACHIEVING PROCUREMENT MASTERY THROUGH EFFECTIVE SPEND ANALYSIS

***Institute for Supply Management (ISM), Con-way, Inc., AMR Research  
and Emptoris to Present Online Seminar on Spend Analysis***

**Burlington, MA** – (December 5, 2008) - Emptoris, a leading provider of enterprise supply and contract management software, in conjunction with the Institute for Supply Management (ISM), Con-way, Inc. and AMR Research, will present an online seminar on spend analysis titled, "*Achieving Procurement Mastery through Effective Spend Analysis*."

"There is quite a bit of pent up demand for information on more effectively employing spend analysis, particularly in the current economic environment as companies seek greater visibility and control over their spending. This online seminar addresses that demand by offering case studies on companies that have quickly gained visibility and leveraged that for spend savings and benchmarking, as well as an examination of best practices in spend analysis," said Kirit Pandit, author of the book "Spend Analysis: The Window into Strategic Sourcing."

In this seminar, Jim Thiel, Category Sourcing Manager for **Con-way, Inc.**, Mickey North Rizza, Research Director at **AMR Research** and Kirit Pandit, author of the book "***Spend Analysis: The Window Into Strategic Sourcing***" will share their experiences and insights into best practices in spend analysis. Roberta Jennings, Director, Executive Programs & Publications at the **Institute for Supply Management (ISM)** will host and moderate the seminar.

The seminar will be held on Thursday, December 11th, 2008 at 1:00 PM US Eastern Time and be available for replay thereafter. Registration for the seminar is available free online at [www.emptoris.com](http://www.emptoris.com). Seminar participants will learn how businesses that are considered "Procurement Masters" are able to uncover savings opportunities, execute against their savings strategy, and deliver tangible results using spend analysis. The session will cover practical strategies to:

- Build the credibility of the procurement organization by delivering measurable results
- Discuss programs in terms CEOs and CFOs understand
- Act on savings opportunities through effective sourcing processes
- Prove results of sourcing programs to senior management in the form of dollars saved

"Most Fortune 1000 companies do not have a sufficiently clear or current view into their spending. The average CEO, CFO and CPO are typically looking at out-dated data. It's their dirty little secret," said Kirit Pandit, author of "Spend Analysis: The Window into Strategic Sourcing," which has been described as the definitive book on spend analysis. "How can you control spending and be strategic in your sourcing when you don't even know what and where you're spending? There are ways – including through software tools and outsourced processes – that companies can gain a current, consolidated view of spending. In today's economic environment it's really unacceptable not to be giving your company that view. In this online seminar, we'll discuss how to get that visibility and control over spending, and how to prove procurement's results to C-level executives."

### **About Emptoris**

[Emptoris](#) is a world leader in innovative supply and [contract management](#) software solutions that empower enterprises to realize best value and accelerate profitable growth. [Emptoris](#) solutions are used by successful Global 2000 companies in every industry. Customers include American Express, Boeing, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, Owens Corning, Syngenta, and Vodafone. For further information, visit [www.emptoris.com](http://www.emptoris.com).

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