

ISM PRESENTATION: “SPEND ANALYSIS - THE WINDOW INTO STRATEGIC SOURCING”

Kirit Pandit, Author and Spend Analysis Expert with Emptoris, Inc., to Co-present with Director of Strategic Sourcing from Cardinal Health on Spend Analysis Strategies at Annual ISM Conference

Burlington, MA – (May 6, 2009) – Emptoris, Inc., a global leader in supply and contract management solutions, announced today that Kirit Pandit, author of the book “Spend Analysis: The Window Into Strategic Sourcing” and a consultant to Global 2000 companies on spend analysis, will present on the topic at the Institute for Supply Management (ISM) Annual Conference in Charlotte, North Carolina in May.

“Today, the vast majority of *Fortune 1000* companies are virtually blind to their spending. Yet, in the past few years, the know-how, technologies and services needed to make timely, enterprise-wide spend visibility a reality have become readily available,” said Kirit Pandit, an expert and consultant on spend analysis and sourcing. “A company cannot manage what it cannot see. I think that is the essential rationale behind implementing a spend analysis program. Spend visibility is essential to any spending or sourcing program.”

Pandit and Patrick Eckhert, the director of strategic sourcing for Cardinal Health, will present at ISM in a session titled “Spend Analysis – The Window Into Strategic Sourcing” provide an overview of spend analysis programs and how they impact strategic sourcing and a company’s bottom line. *The session will cover the spend management challenges companies face; the actions companies can take to increase spend visibility and control; and an overview of spend analysis best practices and technologies, including case studies of spend analysis implementations at leading global companies. The session will further cover:*

- How spend analysis gives organizations visibility into spending
- How spend visibility impacts an organization’s supply management and financial success
- How spend analysis is used to improve sourcing strategies and processes
- Strategies for leveraging existing investments to support a spend visibility project
- Core tactics and common challenges of a spend visibility program

To download the first chapter and an overview of “[Spend Analysis: The Window Into Strategic Sourcing](#)” please visit www.emptoris.com/cmp_08/spend/web/index.asp

The **Emptoris Spend Analysis** software allows organizations to collect and organize spending data from across disparate systems and locations to provide an accurate, up-to-date, view into spending. Spend analysis further enables organizations to better identify savings opportunities, monitor the effectiveness of savings initiatives, and automate spend classification to provide granular spend visibility.

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