

# 2016 Sourcing and Procurement Challenges



**Checkmate News**

Winning Approaches for Cost and Resource Productivity

January 2016

Volume 9 Edition 1

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Read About [Influencing Change](#)

The Solution to Supply Chain's Change Challenges

Thursday, January 14th, 6 8 PM in Atlanta  
Country Club of Roswell, 2500 Club Springs Drive, Roswell, GA

## Influencing Change Change the Way You Change Minds

Barbara Ardell, Vice President and Influencing Change Practice Leader at Paladin Associates, will be speaking at ISMAntlanta's Professional Development meeting on Thursday, January 14th, 2016, 6 8 PM.

The presentation will include an overview of Paladin's [Influencing Change](#) program based on VitalSmarts' award winning Influencer methodology and will focus on one of the Six Sources of Influence™ Personal Motivation.

## 2016 Sourcing and Procurement Challenges

HAPPY NEW YEAR. With the start of the New Year, Sourcing and Procurement organizations are planning projects and resources to meet 2016 cost reduction, productivity, and other performance challenges.

A Strategic Sourcing planning exercise often results in an overwhelming number of categories that should be sourced. However, many companies don't have the required skills or enough procurement personnel to address every spend category and must prioritize a large number of opportunities to fit the available resources. Some important or smaller spend categories may go "unsourced"... sometimes for several years. You may find certain Indirect Expense or MRO (Maintenance Repair Operations) categories or even Direct Material categories that have not been reviewed recently and may never get the full attention they warrant.

With Paladin's help, you can use our resources to get quick wins and deliver more savings to your company faster than relying strictly on your own resources. We have expertise in a range of categories including office products and equipment, IT equipment and supplies, industrial supplies, insurance, HR benefits, energy, transportation and MRO. Leveraged Purchase Agreements and other cost reduction and cost recovery tools and services address a broad range of both "traditional" and "nontraditional" spend categories.



ISM NJ Sponsored Training  
**Influencing Change  
Training**

February 18th -19<sup>th</sup>, 2016

Hosted by:  
Chubb & Son  
15 Mountainview Road  
Warren, NJ

[Training Registration](#)

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Management Solutions**

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Paladin was named as one of the companies on the Spend Matters prestigious "50 to Watch" list, a very important endorsement from the largest blog in the Sourcing and Procurement Industry.

The services and benefits that we provide don't stop there! We also provide spend analysis, spend management services including audits, and savings reporting that enables more effective use of internal resources and brings long term gains. To see a full list of our categories and services.

[Learn More Contact Us](#)

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## **Savings and Quality Opportunities in Insurance**

In the United States corporations pay over \$700 billion in Group Benefit premiums and claims per year for Medical, Pharmaceutical, Dental, Vision, Life and Disability insurance and \$700 billion per year for Property & Casualty insurance premiums.

In partnership with our Strategic Insurance Partner, Paladin can audit your insurance policies and programs to identify coverage gaps and duplications and compare your program to industry peers. If you are self insured, we will help you conduct a statistical analysis of TPA costs, stop loss limits, average claim expenses, and ancillary costs in order to benchmark your company against other similarsized, selfinsured clients.

The geographic entry point and finding the right broker or specialist can determine your plan's success. Paladin can help clients generate significant savings by uncovering inflated premiums as well as coverage and servicing deficiencies in existing insurance policies and plans.

By integrating employee benefit objectives with a company's overall strategic plan and human resource program, we help our clients meet the challenge of attracting and retaining a successful workforce with a competitive medical insurance plan at attractive market rates.

Read Success Stories  
[Medical Insurance Policy](#)  
[Property & Casualty Policies](#)

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## **Scott Neidhold Joins Paladin Associates**

Scott is a Strategic Sourcing and Business Development Executive with 30+ years of expertise in driving winning solutions to complex problems and managing breakthrough change in global organizations.

His experience as Vice President of Global Business Development at RockTenn and Associate Director at Procter & Gamble included global marketing initiatives, strategies for 'in store' marketing, global sourcing and purchasing strategies, supply chain design and process reengineering.

[Read More About Scott](#)

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## CoSourcing

What if you could maximize savings across your enterprise without adding additional headcount? One solution is outsourcing to a BPO provider OR...Rather than outsourcing, you could consider:

### *CoSourcing Our Expertise is Your Expertise*

CoSourcing allows companies to tap into Paladin's extensive experience and expertise, key learnings, unique insights, eSourcing tools and operational best practices to maximize savings, improve processes, increase profitability, and maximize shareholder value.

Paladin can help:

- Identify opportunities and deliver tangible business cost saving results
- Apply Six Sigma methodology for continuous improvement
- Engage experts with broad and deep Sourcing, Financial and Operating expertise in various industries
- Implement eSourcing technologies and processes
- Impact nontraditional Sourcing categories such as
- Employee Benefit costs, Insurance costs, Legal costs, Marketing expenses
- Enjoy volume leverage in smaller spend categories with our Leveraged Purchase Agreements

[Read More](#)

Paladin Associates, Inc. is a Strategic Sourcing and Procurement Services company that partners with Clients to reduce their cost of purchased goods and services and increase the effectiveness of Supply Chain organizations

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