

Meet Paladin at ISM and ATD conferences in May



Checkmate News

Winning Approaches for Cost and Resource Productivity

May 2016

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SpendMatters Interviews Barbara Ardell

"Applying a Change Management Method for Successful Technology Implementation"

The success of a new procurement technology adoption has a lot to do with the organization's behavior. Getting members of a procurement organization onboard with the new technology and ensuring they are willing to change their daily habits and processes is key. But it can be a difficult task. This article provides insights on how the Influencer method works for companies trying to implement new procurement technology.

[Click Here to Read Article](#)

Barbara Ardell Named "Pro to Know"



Paladin Associates is pleased to announce that Barbara Ardell, Senior Vice President and Influencing Change Practice Leader, has been selected by Supply & Demand Chain Executive as a 2016 "Pro to Know". The "Pros to Know" Award recognizes Supply Chain executives that are leading initiatives to help prepare companies' supply chains for the significant challenges of today's business climate.

[Learn More about Influencing Change](#)

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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.

[Read the Announcement](#)

ProcureCon 2016

Don Hoepfner, Bob Matthews,
Barbara Ardell attended
ProcureCon 2016
in Orlando

International Conference & Exposition

Paladin Associates is excited to be exhibiting for the first time at the ATD conference in Denver May 22nd – 25th. We're looking forward to announcing three new offerings at the conference. If you or your colleagues plan to attend, please stop by our booth # 1357 to hear the details, including some promotional pricing.

We hope to see you there

Please visit us in Booth # 233 at ISM 2016

Indianapolis, May 15 18

Join Paladin and over 2,400 supply chain and procurement professionals representing industries including pharmaceuticals, aerospace, retail, manufacturing, medical, technology and energy for 3 days of learning, sharing and networking with the best and brightest minds in supply management. Paladin can help your company with Spend Analysis, Sourcing Event Management, Strategic Sourcing Projects, Influencing Change Management Training, Strategic Sourcing Skills Training, Procurement Transformation, Staff Augmentation, Leveraged Purchase Agreements, Audit and Recovery Services and other cost reduction initiatives.

Transportation & Logistics



More than 70% of U.S. Companies do not effectively analyze their current transportation network, design a plan for corrective action or have a formal logistics and distribution network in place. Paladin Associates will help identify opportunities by utilizing cost strategies and networking capabilities, eliminating "logistical logjams" and creating a defined structure within your transportation and distribution network.

Read a case study and testimonial from a client who realigned their distribution and transportation network to:

- Significantly reduce complexity
- Reduce transit times by 80%.
- Reduce Distribution Costs by more than 20%

- Improve Customer Invoicing and Cash Flow
- Increase Customer Satisfaction

Jeffrey Cook & J Wiley Sommerville Join Paladin Associates



Jeffrey Cook

Broad based experience as a proactive Chief Financial Officer and key leadership team member for numerous diverse businesses. Experience includes public company board membership, operational management, public company management, mergers & acquisitions, capital structure planning & execution; international tax & treasury, restructurings & turnarounds, and financial governance for multinational organizations.

[Read More about Jeff](#)



J. Wiley Sommerville

Transformational strategic sourcing and logistics professional with over 30 years of broad sourcing leadership experience in midmarket and Fortune 500 corporations. An accomplished negotiator and team builder with proven performance in building and leading cross functional sourcing teams in the strategic procurement of indirect and direct materials, capital equipment, corporate support and technical services.

[Read More about J. Wiley](#)

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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