



Purchasing Service Provider (PSP) & Expense Reduction Services Overview

Background

- **Established in 1992** as provider of Purchasing, Distribution and Operations consulting and cost reduction solutions by Douglas Austin, founder, principal.
- **Austin's background** includes line, staff, and executive level experience in Purchasing, Distribution and Operations within the airline, retail, restaurant and manufacturing industries.
- **Headquartered in Twin Cities, Minnesota**, with regional offices in WI, CO, AZ, CA, NY, FL & TX
- **Mission** – StrategiSource provides professional, innovative, results based purchasing and expense reduction services that generate measurable client benefits in hard dollar cost savings, supplier optimization and process improvement. *We have no supplier alliances with any expense category.*
- **Vision** – Become *the* industry expert and leading provider of expense reduction and supplier optimization services in the retail automotive industry nationally by 2008.

Experienced Purchasing Management Team

- **StrategiSource currently consists of nearly 40 associates** with 200+ combined years of public and private purchasing experience in supplies, MRO, services, materials, transportation and capital equipment
- **Full service Purchasing Service Provider(PSP)** with expertise in Spend Analysis, Purchasing, Process Management, Performance Management, Auditing, Distribution and Transportation
- **Primary service offerings include:** Purchasing & Expense Analysis, Expense Reduction Strategic Purchasing Services, Auditing and Strategic Purchasing Development & Training
- **StrategiSource has purchasing expertise in 60+ expense categories** across four industries

Current Client Base

- **StrategiSource provides retainer-based services** to 250+ client locations in 18 states (AZ, CA, MN, WI, IA, ND, SD, IL, MI, OH, FL, PA, NY, TX, MO, NE, GA, NM) and is rapidly expanding throughout the nation

Our Results and the STRATEGISOURCE Guarantee

- **StrategiSource is achieving hard dollar cost reductions of 23%** consistently across a broad group of expense categories
- **StrategiSource achieves supplier base reductions of 40+% on average** and significantly improves processes to generate measurable soft dollar cost savings
- StrategiSource provides a unique **guaranteed cost savings program** that eliminates client risk

Contact Performance Management Group

- **Douglas Austin**, 952-887-2800, 612-743-4608, daustin@StrategiSourcepurchasing.com
- **James Williams**, 952-887-0040, 612-978-0578, jwilliams@StrategiSourcepurchasing.com