



**THE
SOURCE**

The Faculty launches “The Source” – A new category knowledge hub.

Category management is at the core of the value procurement delivers an organisation, however the development of comprehensive strategies has been difficult to achieve to date. Recognising this gap, leading procurement consulting company The Faculty is launching a new category knowledge hub – “The Source” to address this opportunity.

“Many organisations have solid sourcing plans, but few are able to develop comprehensive category management strategies due to lack of time, capability and organisational support,” said the Founding Chairman of The Source and The Faculty, Tania Seary.

“We are looking to work with leading organisations to redefine category management.”

“We believe our deep understanding of procurement professionals’ needs and our unique approach to knowledge sharing, will help accelerate benefits delivery and professional careers within category management throughout this region.”

“The Source will be unique because it will allow category managers to learn from each other. We will bring together procurement executives to share their approaches, learning’s and understanding of current market conditions in order to develop a more valuable set of fact-based category recommendations that will deliver increased value for their organisations.”

The Source will offer a comprehensive suite of services to help category managers deepen their category knowledge, create and document strategies, as well as develop their technical skills.

Community – by joining our community category managers will gain access to important information and invitations to networking and educational events

Category Councils – a package of services to facilitate collaboration with other category managers to benchmark and learn

Coaching – one-on-one coaching and mentoring to supercharge category planning and support career development

Consulting – expert advice on generating additional value from category strategies

Contracting – executives available for short and long term engagements

“For the first time, we are going to offer contracting and coaching. We believe there is an opportunity for a new approach in these areas and that we have the capability to provide a point of difference,” said Tania Seary.

The Founder of The Source, Tania Seary, established The Faculty eight years ago as a highly specialised management consulting company to work with leading Chief Procurement Officers to transform procurement capability. Its commercial leadership initiatives such as the Procurement Roundtable, CPO Forum and the Procurement Executive Program have helped connect CPOs with the Boardroom and have placed The Faculty at the centre of procurement capability development within Australia.

Michael Kirk became The Faculty’s Managing Director in July 2008 and has further consolidated the company’s performance and continued to drive forward the company’s unique positioning within the market.

“The Source provides us with a great opportunity to focus on developing deeper regional category expertise, under a brand tailor-made for category managers. The Faculty can continue to consolidate its position as a centre of procurement excellence for the region. Creation of The Source also provides us with a great opportunity for developing talent across the two companies,” said Michael Kirk.

Matthew Perfect has been promoted from The Faculty to become the inaugural Managing Director of The Source. In his new role, Matthew will take full accountability for The Source’s client service and quality standards, the ongoing development of the team and key pieces of intellectual property. In addition to his consulting experience at The Faculty and Ariba, Matthew has rich category experience from his roles within NAB and Toll Holdings, as well as numerous sourcing and category management assignments with Ariba client projects. He will report to Tania Seary and commence his role on December 1, after finalising his commitments to leading clients within The Faculty.



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Other key appointments within the business include –

Esther Ho will also move over from The Faculty to take on the role of Manager – Operations and Product Development. Esther will be responsible for creating and managing the Category Councils and will be on-hand to provide consulting support around category management.

Zara Mahoney will be accountable for all The Source’s People Services including contracting and coaching. Zara has been especially recruited after running her own recruitment consultancy for the last few years, following a career with Michael Page.

Chrystal Daniel will be responsible for creating The Source Community. She has been recruited into the role of Marketing Assistant, following marketing roles in the UK and with The Australian Ballet.

As Founding Chairman, Tania Seary will continue in her role of developing key relationships, driving the strategic direction of the business and providing career development support for employees and clients across both companies.

More comprehensive background information on The Source can be found on The Source web-site **www.thesourceprocurement.com.au**

For further information please contact Tania Seary on **0409 185 207**.

502 Albert Street
East Melbourne
VIC 3002
AUSTRALIA

T +61 3 9650 6665
F +61 3 9654 2777
E info@thesourceprocurement.com.au
www.thesourceprocurement.com.au
