



Golf Tip Bunker Basics



Getting Out on the First Try

For most amateur golfers, a shot out of a greenside bunker brings trepidation.

No shot in golf brings more mental baggage than the bunker shot. Pressure builds as the golfer runs through the checklist of tips from golf buddies and instructions in books and magazines -- open stance, open clubface, swing out to in, hit two inches behind the ball, and follow through.

Generally, the stress brings indecision and a tentative swing. Practice all the right techniques when you can, but perhaps a better approach during a game is to keep it simple. Focus on getting the clubhead under and through the ball. Clear your mind. Have confidence that the sand you displace will force the ball upward.

Announcements

LONESOURCE EXPANDS ROLE AT THE 2008 EFCG CFO CONFERENCE

As part of Lonesource's growing presence within the engineering sector, company Founder and CEO Bradley King will be sharing his perspectives on spend management strategies that consolidate, standardize and simplify corporate spending in an executive presentation at this year's EFCG CFO Conference.

Held in April at the New York Yacht Club and Harvard Club, the event identifies and provides insights into the most important issues facing CFOs in the engineering and consulting industry.

"We've received a lot of positive feedback on how our solution is helping our current engineering customers stay focused on their core business," said King. "We look forward to sharing some of that feedback with the group at EFCG."

NEW CUSTOMERS

VANASSE HANGEN BRUSTLIN (VHB), a 900-person civil engineering firm with 19 offices along the East Coast, is implementing Lonesource's spend management technology to achieve operational spending consistency while maintaining a culture of autonomy among its individual offices. "We are working with Lonesource to establish companywide buying standards through a private catalog to control spending by several factors including by department, office location and user," said VHB CFO John Jackson. "Having these standards will reduce overhead costs for purchases and simplify the entire source-to-pay process."

Soon after Lonesource signed **WRS INFRASTRUCTURE & ENVIRONMENT**, an environmental, remediation and construction company based in Tampa, Florida, the company merged with Compass Environmental. The new entity, WRScompass grew instantly from

nine offices to 19 offices with a combined 874 employees. As part of the integration process, Lonesource inserted Compass into WRS' existing purchasing platform which provided immediate visibility into corporate spending, as well as established a baseline for best practices and procurement standards.

ECS, an engineering and consulting firm headquartered in Chantilly, Va. with 1,200 employees and 31 offices, is applying Lonesource's solution to consolidate vendors and invoices. "Our CFO told me about Lonesource because I work with all of our office administrators and am always on the lookout for ways they can more efficiently handle their day-to-day operations," said Heather Mason, who works in human resources at ECS as an administrative trainer. "Before we chose Lonesource, the administrators had to search the Internet to order specific products, which required them to set up billing accounts with several different companies. Lonesource is set up as a one-stop shop that is easy to use, and we anticipate lowering our overhead cost and usage of non-billable time."

BEST PRACTICES UNVEILED FOR A/E FINANCIAL EXECUTIVES

FINANCIAL EXECUTIVES IN ARCHITECTURE AND ENGINEERING FIRMS are always exploring new business strategies that enhance enterprise-level performance, specifically strategies that enable employees to focus on core aspects of the business and their critical job functions. To better position your company for success in 2008, Lonesource has compiled three best practices to consider based upon extensive experience with A/E firms across the country:

- Establish Spending Control
- Obtain Visibility of Spending
- Consolidate Vendors and Invoices

To explore these best practices, please visit our Web site and see our January press release.

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ISSUE 5




the SOURCE

YOUR INDISPENSIBLE GUIDE TO LONESOURCING

When Green Grows Up Let Lonesource be your Partner in Sustainability

By Robert Sullivan, Director, Strategic Sourcing, Lonesource, Inc.

The "green" movement started innocently enough. A recycling bin under the printer and a separate trash receptacle for soft drink cans in the break room were enough to earn you a pat on the back for "doing your part." Those days are over. The green movement went from recycling to carbon footprint calculation and quickly plunged headlong into global sustainability. Sustainability, after all, is the new green.

Boiled down to its simplest elements, sustainability is about meeting society's needs in a way that does not harm future generations. To some degree, sustainability is intuitive for business leaders. Don't we all hope that our companies, our business environments and our customer bases will be intact a decade from now? But as the green movement picks up steam, and everyone from customers to investors to media old and new take a keener interest in the downstream impact of our companies' most mundane business decisions, the need to focus on sustainability becomes more urgent.

Browse through the Web sites of most large U.S. corporations and you'll find reports, documents or announcements related to their measures to promote sustainability. These efforts may include cutting energy consumption and toxic emissions, creating environmentally friendly products using environmentally friendly materials or working with non-profits to strengthen communities and help the underserved.

In today's business climate, the question is not so much whether a company should go green as how it should go green. Companies are most successful when they find logical connections between their businesses and the environment and choose those interfaces as points of action. Similarly, executives can look within their spheres of influence for ways to make a difference. This is where Lonesource can help.

By partnering with Lonesource, you are making the decision to do business with a company that makes sustainability a corporate priority and works to help other corporations make environmentally aware procurement decisions. Lonesource offers an extensive array of products that go easy on the environment. From the obvious (recycled paper, pads and envelopes) to the not-so-obvious (cartridges, cleaning supplies and trash can liners), if going green is your goal, we can help. In addition, Lonesource allows each customer to create a customized Buyer Platform through which companies can request certain products that are environmentally friendly.

The Lonesource Toner Alternate Program (TAP), which offers remanufactured toner cartridges for printers, is a perfect example of how our company can help yours have an impact on sustainability. The Environmental Protection Agency (EPA) calls remanufacturing the highest form of recycling. To understand why, consider the impact of simply using remanufactured cartridges instead of brand

LONESOURCE OFFERS AN ABUNDANCE OF 'GREEN' PRODUCTS, INCLUDING:

- Copy paper and specialty papers
- Legal pads and easel pads
- Envelopes and shipping supplies
- Adhesive pads
- Filing (folders, pockets, wallets)
- Storage files
- Desk accessories
- Writing instruments
- Presentation folders and report covers
- Binders and accessories (indexes, dividers, sheet protectors)
- Calendars and organizers
- Art supplies (construction paper, paper rolls, non-toxic glue, paints)
- Energy Star rated printers and Multi-Function Centers (MFCs)
- Rewritable CDs, DVDs, USB drives
- Remanufactured cartridges
- Cleaning supplies
- Breakroom and restroom paper products (paper towels, napkins, tissue, plates, cups)
- Energy Star rated breakroom appliances
- Energy efficient light bulbs
- Rechargeable and long-life batteries
- Trash can liners
- Recycling containers

Lonesource
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Tech Update:

www.Lonesource.com

RECYCLE

Lonesource Adds Message Center

Last year when a customer suggested the creation of an interactive tool capable of providing real-time visibility for updates and new product features, Lonesource listened. Specifically, Allison Ayscue, director of implementation at Lonesource, listened – and answered with the Message Center.

Launched in December 2007, the Lonesource Message Center is a communication tool that notifies end users of news and announcements such as updates to the Buyer Platform, scheduled maintenance and tips to guide users to products. When users log in, a link to the Message Center appears when messages from Lonesource are posted.

"The Message Center is an effective way to get information to our customers without cluttering their e-mail inboxes," said Ayscue. "With this feature we can send a message to all of our customers; for example, 'Lonesource will be closed for Memorial Day,' or we can send customized messages to specific accounts; for example, 'Your company added a new item, and you can find it here.' We also determine the lifetime of each message – one message could start today and end tomorrow, and another message could stay on the site for a week or indefinitely."

If customers want to respond to a message, they can communicate with Lonesource Customer Service through e-mail, online chat or a phone call. The online chat feature is especially useful if immediate assistance is needed; for example, if a user has a product-specific question, he or she can receive a quick response from a Lonesource team member to help complete the user's order.

The Message Center keeps customers in the loop. Ayscue and her team are already planning the next tech feature for Lonesource customers—stay tuned! 📌

📌 continued – Green Grows Up

new ones. Corporations are responsible for dumping more than 500 million cartridges into landfills around the world, and each cartridge takes more than 10 centuries to decompose. Remanufacturing a single cartridge saves over three quarts of oil and prevents more than three pounds of plastic from entering a landfill. Companies using remanufactured cartridges help divert more than 42,000 tons of waste from landfills each year. By partnering with Lonesource to use remanufactured cartridges through the TAP program, you're making a decision that is simple, cost-effective and has a significant impact on the environment. It's the very essence of sustainability – everyone wins.

Lonesource also can help your company meet its sustainability goals in ways you might not expect. For example, we use a consolidated

supplier base and third party logistics solutions to reduce the number of shipments our customers receive from various suppliers. We also work with our customers to consolidate individual orders and reduce the number of shipments to a given location. These actions mean more efficient use of vehicles already making deliveries, which translates to decreased fuel consumption and pollution.

We understand that the nature of sustainability is that there are no "little things." Every action has an effect, and when the effects of those actions are compounded and multiplied we can impact our world in a dramatic way – for better or for worse. We give you our promise that we will be there with you, doing what we can to make sure our impact is for the better, and we applaud your efforts to do the same. 📌

Lonesource and Brother Bring Home the Bacon for Customers



and faxing needs. A color, ink-jet machine, the 5440's low purchase price was appealing to Security Finance – but was it the best machine for the job?

Lonesource enlisted the experts at Brother, who agreed to audit Security Finance's needs and complete a three-year Total Cost of Ownership (TCO) analysis comparing Security Finance's current machine with an alternative machine. After examining Security Finance's needs, it became clear that the color printing option of the 5440 model was largely unnecessary. That prompted Brother representative Antoinette DiBenedetto to suggest a black-and-white laser MFC – the Brother 7820 – as a better alternative.

WORKING WITH BROTHER,
LONESOURCE SAVES
CUSTOMER MILLIONS



On its face, switching to the 7820 was not an obvious choice. The 7820's purchase price was more than double what Security Finance typically paid for a 5440. But DiBenedetto's TCO analysis made a compelling argument for the switch.

"Real value is about the total cost of ownership, or TCO, and customers don't always recognize that when they are looking at two machines with substantially different purchase prices," DiBenedetto explained. "We help them take the next step and look at the cost to actually operate the machine for three years. That often paints a clearer picture of real value."

Her calculations, which included purchase price, maintenance cost, and cost over three years of replacing the cartridges required to run the machine, showed that Security Finance would spend \$4.5 million over three years to buy and operate their existing 5440 machines but just \$1.5 million over the same period to purchase and operate the 7820 machine.

Administrators at Security Finance were persuaded and began what would be a lengthy campaign to encourage its branches to choose the 7820 when replacing their MFCs. At first, change was slow, but today the 7820 is the only MFC on Security Finance's Buyer Platform. Security Finance is now well on its way to realizing the savings of switching machines.

"Using the new machine will mean increased functionality and efficiency for our company," said Sharon Franklin, a Security Finance representative. "From the initial analysis to their assistance during the transition, we have been very pleased with the service Lonesource and Brother provided." 📌

LONESOURCE promises customers a simple way to optimize and manage spending in order to increase profitability and simplify the way companies obtain and pay for the tools they need to do business. Delivering on this promise means more than simply being a supplier – it means being an active partner.

Not only does being an active partner mean working closely with the many businesses across the country that turn to Lonesource, but it also requires Lonesource to cultivate close relationships with suppliers in order to bring the best tools and solutions to customers. Where these two goals overlap often is where customers stand to gain the most.

Case in point: a recent Lonesource-led solution for Security Finance, a consumer loan company with 1,150 offices in 16 states, along with Brother International, one of the nation's premier providers of award-winning Multi-Function Centers® (MFCs) and printers. By working together to ensure Security Finance was using the right machines for its needs, Brother and Lonesource paved the way for the loan-provider to save millions.

In Security Finance branches across the country, the Brother 5440 MFC had been the most commonly used machine for printing, copying