



Denali Group Executives named **2012 Pros to Know** By *Supply & Demand Chain Executive* Magazine

Leading Business Magazine Recognizes Top Supply and Demand Chain Professionals

Jacksonville, FL, February 29, 2012 — Two Denali Group executives have been named as [2012 Pros to Know by Supply & Demand Chain Executive](#) magazine. The prestigious honor was awarded to Managing Partner **Don Dougherty**, and Vice President of Global Operations **Priyadarshan Deshmukh** for their expertise in the Procurement and Supply Chain industry.

Don Dougherty heads up Denali Group's market intelligence and recruiting/staffing divisions, while continuing to play an active role in Denali's consulting practice. He helps clients design and implement custom solutions, which include: organizational, management, process, and technology components.

"It is an honor to be a recipient of the 2012 Pros to Know," said Dougherty, who also received the award in 2009. "As the economic environment continues to improve, leading Supply Chain executives are continuously challenged to find new ways to deliver value to their organization – expanding their reach and impacting more areas of spend, while improving operational effectiveness. One of the biggest challenges Supply Chain organizations will face in the near future is talent management – attracting, motivating, and retaining top caliber talent. As the fight for top talent continues to go global, organizations that do the best job of managing their talent will have a leg up on the competition and will gain a competitive advantage."

In that pursuit, Dougherty has led several initiatives to assess client skill sets, determine organizational and individual skill gaps, and ultimately help develop and implement strategies to maximize the skill base necessary for market competitiveness.

As Director of Global Operations for Denali Group, Darshan Deshmukh brings innovative solutions to meet the key challenges faced by Procurement organizations today. His global experience and passion to drive top-line and bottom-line

improvements for clients, as well as management of global service delivery and end-to-end operations for sourcing delivery organizations, enables him to do so.

“From a global perspective, driving strategic vision and initiatives with limited resources in the Procurement organization is going to be one of the biggest challenges in the year ahead,” said Deshmukh. “Considering the macroeconomic challenges, most companies will be tasked to reduce ‘shared services fixed budget’ and still move up the value chain with the limited resources. This requires a strategic shift in the mindset to drive change in an accelerated manner. A key way to meet this challenge is to right skill the existing resources and to augment the in-house resources with on-demand shared service resources.”

As recipients of the *Supply & Demand Chain Executive* Pros to Know award, Dougherty and Deshmukh were selected from a pool of over 300 nominations representing an array of public and private companies from a variety of sectors and regions. The Pros to Know award honors individuals who are leading initiatives to help prepare their Supply Chains for the significant challenges of today's business climate. All winners will be featured in the March issue of *Supply & Demand Chain Executive*.

"Supply Chain is increasingly recognized as a strategic differentiator for leading small, medium and large enterprises, and Supply Chain leaders have become crucial to the success of the enterprise in meeting the challenges of what truthfully has been called a turbulent economy," said Barry Hochfelder, editor of *Supply & Demand Chain Executive*. "Our annual practitioner Pros to Know listing highlights many of these outstanding executives and their accomplishments, and it offers a roadmap for other leaders looking to leverage Supply Chain for competitive advantage."

"It also highlights the many thought-leaders who are helping to shape the Supply Chain industry and advance Supply Chain as a respected discipline in the enterprise," Hochfelder added. "Their efforts in developing the tools, processes and knowledge base necessary for Supply Chain transformation, and in promoting new approaches to Supply Chain enablement, have earned them a place on this year's Provider Pros listing."

About Denali Group

Denali Group collaborates with Supply Chain and Procurement professionals to deliver more value, faster and more efficiently. Denali Group's innovative solutions help Global 1000 companies transform organizational capabilities, improve execution efficiencies, increase spend under management, and accelerate time to savings. With an impressive growth rate, for the past two years Denali Group has been [named to the Inc. 5000](#) – an exclusive group of America's fastest growing companies.

Founded in 1996, Denali Group services include:

Denali Consulting - Procurement transformation and Supply Chain optimization

Denali Sourcing Services - Managed sourcing execution and Procurement outsourcing

Denali Intelligence - Subscription and custom supply market intelligence

Denali Recruiting & Staffing - Supply Chain recruiting and staffing

About Supply & Demand Chain Executive

Supply & Demand Chain Executive is the executive's user manual for successful Supply and Demand Chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and Supply Management professionals through the complicated, yet critical, world of Supply and Demand Chain enablement to gain competitive advantages. Visit their website at www.SDCExec.com.

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