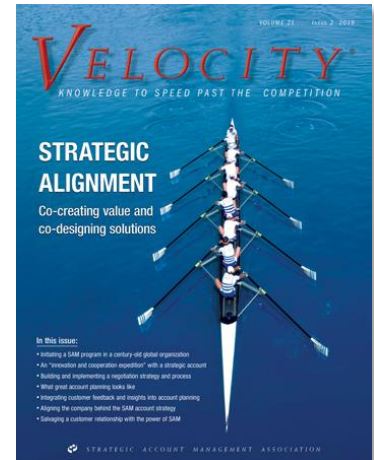


NEWS RELEASE

PMI Featured in SAMA Velocity Magazine Article with Denise Juliano: *What Great Account Planning Looks Like*

Atlanta, GA and Chicago, IL – June 1, 2019: PMI has been featured in the Strategic Account Management Association’s *Velocity* magazine, a publication focused on how leading companies are becoming more strategic to their most important customers. In *What Great Account Planning Looks Like*, PMI President and Founder Steve Andersen unpacks PMI’s SAM Excellence and Benchmark Model™ and interviews Denise Juliano of Premier, Inc. to gain her perspective in each area of account management excellence. In what may be the ultimate testament to SAM excellence, Denise joined Premier in September of 2018 and serves her former customer today as their Group Vice President of Life Sciences, a role in which she bears responsibility for building and overseeing the execution of strategic growth, relationship management and solution delivery initiatives. She is leading Premier’s implementation and deployment of strategic account planning and management across the company and is a member of SAMA’s Board of Directors.



About Performance Methods, Inc. Based in Atlanta, PMI provides consulting and training services to assist clients in the design, development, and deployment of sales and strategic account management (SAM) performance solutions. PMI’s unique approach provides clients with customized and integrated solutions consisting of value selling, opportunity planning, and account planning processes, best practices, skills, and tools. PMI has been selected by many of the world’s leading corporations and has been widely recognized for the innovation, effectiveness and strength of its contemporary suite of customized sales and SAM performance solutions. PMI is an active speaker, author and sponsor in the Strategic Account Management Association (SAMA), the global authority for strategic account management best practices, and serves on SAMA’s Certified Strategic Account Manager (CSAM) faculty. PMI has been recognized by TrainingIndustry.com as a “Top 20 Sales Training Company” each year since the award’s inception (2008 – 2019). For additional information, visit www.performancemethods.com.

About the Strategic Account Management Association Based in Chicago, SAMA is a knowledge-sharing organization devoted to developing, promoting and advancing the concept of customer/supplier collaboration through communities of practice. SAMA is dedicated to the professional development of the individuals and companies involved in the process of managing national, global and strategic customer relationships, and to enabling members to create greater customer value and achieve competitive advantage accordingly. Founded in 1964 and with thousands of members around the globe, SAMA attracts the strategic customer management profession’s most influential decision-makers. Over the past 55 years, the association has earned the reputation

of being the SAM profession's knowledge leader, providing members with the high quality resources, training and networking opportunities needed to succeed. For more information, visit www.strategicaccounts.org.