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## **CVM Solutions Names Rob Steinberg as Director of Client Success**

*20 Year Supply Chain Management Veteran  
Joins Company in Newly Created Role*

**Chicago, March 30, 2010** – [CVM Solutions](#), a premier provider of supplier management solutions, today announced that it has hired Robert Steinberg as the company's director of client success. Steinberg will be based in the recently opened New Jersey office. The director of client success is a new position that is critical in helping to bring innovative and high quality supplier management solutions to CVM's clients, and is a primary contributor to CVM's overall growth and success.

The Great Recession and other macroeconomic trends have thrust many companies into a position of expanded responsibility and having to do more with even less. In this challenging landscape, not only have supply chain strategies and decisions become C-level concerns, but there is also a growing need for a trusted partner to help companies drive cost savings, assess supplier risk, identify negotiation leverage with suppliers and solidify corporate compliance objectives—bottom line, for a partner that knows suppliers. As director of client success, Steinberg will be responsible for strategic account planning, account growth and development, business efficiency and effectiveness, client retention and adoption of CVM's full business potential within each client account.

"We're delighted to welcome Rob Steinberg aboard as a highly experienced and well-rounded member of our team with deep domain expertise," said Greg Silich, CEO of CVM Solutions. "As a consulting veteran with over two decades in business and IT, Rob brings a unique combination of business and technical experience that qualify him to provide the kind of thought leadership needed to help ensure client satisfaction and to help CVM continue to deliver world-class enterprise and diversity supplier management solutions. He is joining the company at an exciting time of expansion in response to increasing demand in supplier management solutions."

Before joining CVM Solutions, Steinberg served in a very successful ten-year career as account manager and principal solution consultant at Ariba Inc. From 1992 to 1999, he was a senior

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presales consultant and partner manager at SAP America. Earlier in his career, Steinberg served as a manager at Price Waterhouse Coopers and senior consultant at KPMG (Bearing Point). He earned a BBA from Rider University in Lawrenceville, New Jersey.

## **About CVM Solutions**

CVM Solutions is the premier provider of supplier management solutions that enable clients to achieve operational excellence, drive cost savings and mitigate supplier risk. CVM's innovative technology and the industry's leading supplier database provide truly unique capabilities for supplier management. With vast supplier intelligence, deep experience and customer-focused results, CVM has helped more than half of the Fortune 100 realize tangible benefits.

For more visit [www.cvmsolutions.com](http://www.cvmsolutions.com)

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