

## INFORMATION CONTACT:

Jim Dausch  
Principal  
(972) 443-9802  
[jdausch@ncihome.com](mailto:jdausch@ncihome.com)

Jay DeLuca  
President  
(817) 894-5662  
[jdeluca@salesadvisors.net](mailto:jdeluca@salesadvisors.net)



*Our Knowledge, Network, and Passion in Healthcare Deliver Results*



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### ***NCI Supplier Services, LLC Strategic Partnership with Monarch Sales, Adviser LLC***

Texas-based companies Monarch Sales Advisors LLC, a leading global sales advisory firm, and NCI Consulting Group, the market leader in GPO / IDN consulting, announced today that they have formed a strategic partnership to leverage their collective strengths in the healthcare marketplace.

As a result of this joining of forces, the two companies are able to provide healthcare clients with a totally integrated end-to-end solution, beginning with diagnosing and addressing the challenges and opportunities facing the clients business, to offering related training and development solutions, then opening up doors to present the clients solutions to strategic partners for business growth. This robust proprietary solution known as S2T, or *Strategic Sales Transformation*, provides clients with the differentiation necessary for enhanced execution leading to sustained business growth and competitive advantage.

Jim Dausch, Principal of NCI sees Monarch as the perfect strategic partner. “Monarch completes the value proposition to our clients,” said Dausch. “Their ability to diagnose business challenges, as well as assess, train, and develop talent provide the perfect complement to NCI’s services. We can now engage the client earlier in the process and stay with them right through execution of a new contract. It’s perfect. We’re very excited here.”

Jay DeLuca, President of Monarch, sees the partnership similarly. “NCI has been serving the healthcare marketplace successfully for years,” said DeLuca. “NCI’s reputation for client satisfaction speaks for itself. We are delighted to be affiliated with Jim Dausch and

his team. We look forward to sharing services, clients, expertise, and the drive to win in this competitive market place.”

NCI and Monarch will begin joint marketing to their global healthcare clients during the month of February, with the full line of integrated services available to customers immediately. “We are aggressively preparing for our joint launch,” said DeLuca. “Websites are being redesigned, marketing materials being designed, and a go-to-market strategy being formulated. We see this partnership as a great opportunity to bring this unique solution to our global clients, while providing value to our respective firms.”

To learn more about this partnership, you may contact Jay DeLuca at (817) 894-5662 or [jdeluca@salesadvisors.net](mailto:jdeluca@salesadvisors.net) or contact Jim Dausch at (972) 443-9802 or [jdausch@nci-cg.com](mailto:jdausch@nci-cg.com). Please visit our website at [www.nci-cg.com](http://www.nci-cg.com) to learn more.

***About NCI Consulting Group (NCI)***

NCI is a leader in “Best Practice” sales solutions to provide revenue-generating and cost-optimizing insights, connections and sales channels to enhance supplier clients’ business development opportunities in the healthcare industry. NCI’ vision and mission is to positively affect the financial stability of healthcare organizations by creating and/or promoting solutions to improve healthcare business efficiencies and financial performance. To obtain a white paper validating NCI consulting services and for more details on NCI please visit their web site at [www.nci-cg.com](http://www.nci-cg.com) or call NCI at (972) 443-9802

**About Monarch Sales Advisors LLC (MSA)**

Monarch Sales Advisors, LLC (MSA) is a consulting and business advisory firm specializing in the healthcare sector with over 50 years of combined experience. Our team helps companies grow their businesses through strategy development, sales transformation, strategic marketing, and talent development. To learn more about MSA’s services, please visit our website at [www.myvirtualsalesmanager.com](http://www.myvirtualsalesmanager.com) or call Jay DeLuca at (817)894-5662.

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