

Managing Indirect Spend Enhancing Profitability Through Strategic Sourcing

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MANAGING INDIRECT SPEND, Enhancing Profitability Through Strategic Sourcing "We pay how much?!" The story is the same at most companies. CEOs, CFOs, and other executives finally decide that it's time to take a closer look at what they pay for the goods and services required to keep their businesses running.

Managing Indirect Spend: Enhancing Profitability Through...

Managing Indirect Spend provides you with the knowledge and tools necessary to get it done with an overview of: the challenges faced when sourcing indirect spend categories; strategic sourcing process; tools that can help drive savings, and examples based on real world experience. This how-to guide clearly covers specific sourcing engagements and provides the details needed to source effectively.

Managing Indirect Spend : Enhancing Profitability through...

Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing From the pioneers of Category Management comes this first-ever Strategic Sourcing Book, covering the challenges faced with indirect spend categories, tools that can help drive savings, and examples based on real-world experience.

Managing Indirect Spend: Enhancing Profitability Through...

Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing - Ebook written by Joe Payne, William R. Dorn. Read this book using Google Play Books app on your PC, android, iOS...

Managing Indirect Spend: Enhancing Profitability Through...

Overview. Unique guidance for cutting costs regardless of economic conditions—without reducing headcounts Successfully reduce costs in the area of indirect spend and watch your bottom line grow. Managing Indirect Spend provides you with the knowledge and tools necessary to get it done with an overview of: the challenges faced when sourcing indirect spend categories; strategic sourcing process; tools that can help drive savings, and examples based on real world experience.

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Managing Indirect Spend: Enhancing Profitability Through...

The book provides executives and purchasing professionals with the knowledge and tools necessary to successfully reduce costs in the area of indirect spend. It includes an overview of the challenges faced when sourcing indirect spend categories, an overview of the strategic sourcing process, tools that can help drive savings, and examples based on real world experience.

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Managing Indirect Spend: Enhancing Profitability Through...

Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing. Subject Matter Experts Joe Payne and William R. Dorn, Jr. at Source One have authored a book to give a concise overview of the theory and practice of strategic sourcing principles. The book Managing Indirect Spend: Enhancing Profitability through Strategic Sourcing was released on October 19, 2011, by publisher John Wiley & Sons.

Strategic Sourcing Book - Managing Indirect Spend...

Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing (Wiley Corporate F&A Book 557) eBook: Payne, Joe, Dorn, William R.: Amazon.in: Kindle Store

Managing Indirect Spend: Enhancing Profitability Through...

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Managing Indirect Spend Enhancing Profitability Through...

Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing (Wiley Corporate F&A series) by Joe Payne.

Managing corporate spend is far more complex than conducting RFPs. Learn how the most efficient and effective procurement departments operate, control costs, enforce compliance, and manage indirect spend. Managing Indirect Spend provides executives and procurement professionals with the knowledge and tools necessary to successfully reduce costs with a strong focus on the often-overlooked area of indirect spend. It also offers great value to those procurement and purchasing professionals aspiring to be leaders in the profession, regardless of the spend they manage. It includes an overview of the challenges faced when sourcing indirect spend categories, a detailed dive into the strategic sourcing process, tools that can help drive savings, technologies that drive efficiencies and compliance, and examples of success based on real-world experience. It is a how-to guide that clearly covers sourcing engagements of any complexity and provides the details needed to source effectively. The book is structured into sections covering the sourcing and procurement process, the tools and technologies, examples from the field, walkthroughs of specific sourcing engagements, guidance on building an effective sourcing team, and the information needed to become a best-in-class sourcing organization. Since the initial publication of this book, the procurement profession and the discipline of Strategic Sourcing have matured. Markets have changed, processes developed, trends have come and gone, and technology has experienced leaps and bounds, posing new and interesting challenges for procurement professionals. In addition to covering tried-and-true practices for strategic sourcing, this Second Edition discusses how strategic sourcing has evolved and provides an update on the techniques, tools, and resources available to purchasing groups. This book: Includes updated coverage of everything you need to know to source more effectively Covers the latest trends in procurement and sourcing, including technology, process improvements and organizational design Presents guidance for reducing costs through strategic sourcing, no matter what the economic climate or level of maturity of the existing procurement organization Shows how effectively managing indirect costs can provide a huge impact on bott m line growth Introduces Market Intelligence (MI), including techniques, tools, and resources available to procurement and supply chain management groups With tools, real-world examples, and practical strategies, Managing Indirect Spend provides insider guidance for big bottom-line growth through effective management of indirect costs.

Your lack of focus on Procurement is limiting your profits. Multiply them by making Procurement a company-wide priority. Profit from Procurement: Add 30% to Your Bottom Line by Breaking Down Silos delivers an insightful, compelling, and fresh take on a subject that typically comprises 50% of a business's total costs: Procurement. Alex Klein, Simon Whatson and Jose Oliveira, leaders at the world's largest dedicated Procurement consultancy, highlight the limitations of the traditional, functionally siloed approach to Procurement, and demonstrate how significant EBITDA gains can be made by lifting Procurement out of the back office and enabling it to fundamentally reset a company's cost base. Its accessible, frank, and refreshing style, combined with practical, actionable advice, based on the authors' extensive real-life experience, make it a must read for any executive looking to make an impact through Procurement. The book offers readers a practical and concrete roadmap to optimizing, integrating, and deploying a company's Procurement capabilities, creating a less siloed, more impactful function. Readers will learn how to: Plan their company's Procurement transformation Reskill teams for the coming change Reposition the Procurement function to become the driver of cross-functional change Integrate new topics such as digitalization and sustainability into their Procurement roadmaps Ensure that Procurement efficiencies are fully reflected in bottom-line profits Perfect for C-Suite executives and Procurement professionals at companies of all sizes, Profit from Procurement belongs on the bookshelves of every employee and leader tasked with company operations and profit strategy.

Fast moving, to the point, and rooted in first-hand executive experiences, this book is for people of vision and action, and for creating the conditions required for growth, innovation, and increased competitive advantage. Finance Unleashed is based on a series of interactive interviews with a diverse group of global influencers and executives, all of which will challenge readers to think laterally and find inspiration in the new role of finance. Cases and interviewees represent organizations such as UPS and DHL, and the London School of Economics, and approaches such as Lean Six Sigma, innovation, customer-centricity, the financial supply chain, and behavioral procurement. The authors' goal is to serve as a catalyst for leaders who are positioned to make meaningful changes today. The book includes a practical model to help executive teams redesign and refocus finance to drive business leadership - with an emphasis on the CFO. The model has three primary components: 1) Customer-Centricity - Listen and Map; 2) Process - Structure and Technology; and 3) Innovation - Create and Measure. These are presented as phases that each executive team will need to consider based on the goals and maturity level of their organization. For the CFO and ambitious finance executives, Finance Unleashed presents a path forward towards success and career advancement. For the CEO and the board, it presents an expanded vision for what financial organizations are capable of.

This reference provides procurement professionals with the process, practical real-world tactics, and guidance needed to design and develop a supply market intelligence program that will integrate with existing procurement team structures and processes, and deliver significant value to an organization as a whole. The authors clearly explain each of the concepts introduced and then provide the background, steps, and resources required to make their successful execution possible.

This book is an outline for identifying potential vendors, conducting negotiations and engaging purchasing agreements to provide goods and/or services that meet procurement needs. In the course of time the role and character of purchasing has been changing constantly. Traditionally, purchasing was seen as merely a supportive and supplementary operational activity with little significance on a firm's performance. This approach however conveys a rather reactive strategy of purchasing where the focus is on transactions rather than on relations and also more on an operational or tactical level rather than on a strategic one. Market trends with respect to price and quality as well as global and local trends are emphasized in this book which gives more sense in the sourcing and procurement activities. This book also explains about listing down the category to analyse the money spend on manufacturing activities.

Leading Procurement Strategy is a must-read for all senior procurement executives wishing to further enhance their skill set, master the latest developments in procurement strategy and really come into their own as procurement leaders. The expert author team explains how to effectively manage and mitigate risks in the supply chain, appreciate the key issues affecting the procurement function and develop best practice excellence in teams. Providing the latest thinking in procurement and supply management within the broad perspective of different industries, this second edition of Leading Procurement Strategy covers: global sourcing; supplier relationship management; cost management; information technologies and future developments. The book is underpinned by academic theory and supported by an extensive range of real world case studies drawn from the authors' experiences, including Tesco, Tata, Coca-Cola, BAA, P&G and IBM. This new edition provides the skills, knowledge and tools needed to articulate an effective strategy and embrace a transformational role to lead procurement teams, showing how procurement can become an influential function that delivers sustainable competitive advantage.

The approach used on a given spend item should largely depend on the balance between supply power and demand power. That is the logic behind the bestselling Purchasing Chessboard®, used by hundreds of corporations worldwide to reduce costs and increase value with suppliers. The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions. A well-proven concept that works across all industries and all categories in any given situation, it is little wonder that business leaders and procurement professionals alike are excited by, and enjoy strategizing around, the Purchasing Chessboard. This second edition of The Purchasing Chessboard addresses the new realities of a highly volatile economic environment and describes the many—sometimes surprising—ways in which the Purchasing Chessboard is being used in today's business world. Yet despite all of the great achievements of procurement executives and their teams, they do not always receive the recognition they deserve. In response, the authors have developed and outlined within the book an unequivocal approach to measure procurement's impact on a company's performance—Return on Supply Management Assets (ROSMAS®).

The managed flow of goods and information from raw material to final sale also known as a "supply chain" affects everything—from the U.S. gross domestic product to where you can buy your jeans. The nature of a company's supply chain has a significant effect on its success or failure—as in the success of Dell Computer's make-to-order system and the failure of General Motor's vertical integration during the 1998 United Auto Workers strike. Supply Chain Integration looks at this crucial component of business at a time when product design, manufacture, and delivery are changing radically and globally. This book explores the benefits of continuously improving the relationship between the firm, its suppliers, and its customers to ensure the highest added value. This book identifies the state-of-the-art developments that contribute to the success of vertical tiers of suppliers and relates these developments to the capabilities that small and medium-sized manufacturers must have to be viable participants in this system. Strategies for attaining these capabilities through manufacturing extension centers and other technical assistance providers at the national, state, and local level are suggested. This book identifies action steps for small and medium-sized manufacturers—the "seed corn" of business start-up and development—to improve supply chain management. The book examines supply chain models from consultant firms, universities, manufacturers, and associations. Topics include the roles of suppliers and other supply chain participants, the rise of outsourcing, the importance of information management, the natural tension between buyer and seller, sources of assistance to small and medium-sized firms, and a host of other issues. Supply Chain Integration will be of interest to industry policymakers, economists, researchers, business leaders, and forward-thinking executives.

Category Management in Purchasing is a comprehensive guide to strategic category management, providing a step-by-step guide to its implementation and use. This book provides the necessary tools, techniques and applications that will enable the reader to implement this cost saving purchasing method. The 3rd Edition of Category Management in Purchasing has been rigorously updated to reflect latest thinking in the field. Jonathan O'Brien shows how a strategic approach needs to work effectively together with other approaches, such as Supplier Relationship Management. He has added important sections on governance, included more supplier and supply chain tools, and introduced a pragmatic route for smaller businesses or those who need step-by-step advice.The book provides case studies of real companies, including: IKEA, The Body Shop, NHS, Heinz, Cardiff Council, and GlaxoSmithKline.

The book explains how to emerge and grow as a supply chain leader and details supply chain and procurement processes and operational activities in real-work scenarios across multiple supply chain verticals. The book defines what an entry-level supply chain professional must do to excel in various types of supply chain verticals such as IT, electronics manufacturing, pharmaceutical, retail, and consumer goods. Apart from helping professionals understand vertical specific nuances, this book helps them to set both short-term goals for annual performance review and longer-term career planning. In addition, for a mid- or senior-level supply chain professional, the book offers ideas on ways to launch initiatives and demonstrate leadership to foster career growth. It offers ideas about unlocking new values for the organization and creating a data-driven decision support platform to gain financial efficiency for better management of CapEx and OpEx spend, thus improving the bottom line. The book includes a tool kit which includes operational data models, financial models, and presentation templates for creating and socializing proposals intended for cross-functional teams and demonstrating supply chain leadership. The book is divided into four major parts. In Part I, the book starts with an overview of key concepts in a manufacturing supply chain and procurement organization. It describes current forms of modern global supply chain and corporate procurement organizations. The objective of Part II is to provide a framework for a self-directed supply chain manager to understand how a large organization evaluates the contribution of supply chain managers and where it expects them to create value. To foster career growth as a supply chain professional, the book identifies six key knowledge pillars for demonstrating supply chain mastery: Technical and market knowledge of the end product and its constituents. Knowledge of internal product development and sustaining processes and supporting consumption data. Health and market condition of the supplier. Ability to create value. Ability to build internal and external executive relationships with key influencers. Ability to obtain best cost without compromising on quality and lead time. Negotiating cost, sourcing material, and then the logistics of moving the raw material through multiple stages and finally finished materials across the globe are some of the key areas which need continuous improvement.

As a sentinel of efficiency, removing any kind of wastage leads to immediate value creation and contributes to the margin by improving the bottom line. In Part III, the book reviews twelve such verticals namely printer, medical, IT, energy, automotive, cloud, dairy, data management, avionics, biotech, apparel and start up and the supply chain nuances through the lenses of the framework created in Part II. In Part IV, the book goes back to focus on the professional growth of an individual supply chain person in an industry agnostic way. It provides examples of financial and operational efficiencies that a supply chain professional can create.

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