

# MANAGING INDIRECT SPEND

Enhancing Profitability through Strategic Sourcing

SECOND EDITION

JOE PAYNE, WILLIAM R. DORN, DAVID PASTORE, and JENNIFER ULRICH

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Fred Sollish, John Semanik

Managing Indirect Spend Joe Payne, William R. Dorn, David Pastore, Jennifer Ulrich, 2021-06-09 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 Managing Indirect Spend Joe Payne, William R. Dorn, 2011-09-26 Unique quidance 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 This how to guide clearly covers specific sourcing engagements and provides the details needed to source effectively Includes sections covering the process the tools real world examples quidance through specific sourcing engagements and the information needed to source

effectively Presents guidance for achieving the object of strategic sourcing cost reduction Shows how effectively managing indirect costs can provide a huge impact on bottom line growth Covers all areas of Market Intelligence MI With tools real world examples and workable guidance Managing Indirect Spend provides insider guidance for big bottom line growth through effective management of indirect costs **Indirect Procurement: A Strategic Value Driver - Step by Step Lars** Berg, 2025-08-29 If you re looking for a clear recipe for how to run procurement especially in the often overlooked world of indirect procurement this is the book to read This is a practical guide providing a comprehensive framework for transforming procurement into a value creating business partner Through clear models real world examples and actionable tools it walks you step by step through the essential disciplines of modern procurement You ll learn how to Achieve full visibility into indirect spend Develop category strategies with measurable business impact Lead structured value focused sourcing processes Maximize the outcomes of your negotiations Turn contracts into drivers of performance and compliance Build supplier relationships based on trust and accountability Track and communicate procurement's contribution to business results Whether you re optimizing a mature procurement function or building a world class capability from the ground up An Overview of Global Strategic Sourcing Fred this is your essential guide to modern indirect procurement Sollish, 2011-05-09 This selection discusses global sourcing and explores strategies for locating qualifying and employing suppliers that add maximum value to your business Discover profit boosting opportunities specific to your market environment by following Sollish's clear steps for analyzing and implementing a strategic sourcing plan Other topics covered include investigating sourcing opportunities co sourcing and strategic alliances and reducing supply risk Kirit Pandit, Haralambos Marmanis, 2008-02-15 Spend analysis is a key component of strategic supply management This book provides in depth quidance on what spend analysis really is what it specifically involves and how to use it to help your organization achieve its full potential Strategic Global Sourcing Best Practices Fred Sollish, John Semanik, 2011-02-08 The latest best practice guidance on all aspects of global strategic sourcing including environmental and international issues Strategic Global Sourcing Best Practices covers the latest trends and leading edge processes in global strategic sourcing including supply management t sustainability financial decisions risk management and international strategies Offers the latest trends and guidance for sourcing and supply managers Features coverage of understanding sourcing procurement and supply management procurement and best business practices best practices in sourcing management and global sourcing management financial strategies for sourcing responsible procurement diversity procurement managing risk supplier selection project management for procurement and supply managers managing supplier relationships international sourcing managing supplier relationships supply management operations With the rise of global supply chains environmental sustainability concerns and constantly evolving technology the time is right for understanding Strategic Global Sourcing Best **Practices** 

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