



MANAGING INDIRECT SPEND

Reducing Purchasing
Through Strategic Sourcing

JOE DAYNE

MANAGEMENT • NOVEMBER 2007

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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 this is your essential guide to modern indirect procurement *An Overview of Global Strategic Sourcing* Fred 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 **Spend Analysis** Kirit Pandit,Haralambos Marmanis,2008-02-15 Spend analysis is a key component of strategic supply management This book provides in depth guidance 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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