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Strategic Sourcing and Category Management

Strategic Sourcing And Category Management

Jonathan O'Brien



Strategic Sourcing And Category Management:

Strategic Sourcing and Category Management Magnus Carlsson, 2019-05-03 How is it possible to sell a kitchen at 30 per cent below market price Why are hot dogs cheaper in IKEA than in the supermarket How can IKEA sell the Lack table at half the price it was when it was launched 35 years ago and how can it be achieved with a substantial profit Strategic Sourcing and Category Management examines how IKEA and other cost leading companies use category management to create advantages with direct and indirect sourcing With 25 years experience from IKEA where he had the responsibility to develop and execute the company's purchasing strategy author Magnus Carlsson shares his insights on important topics when category management is profitable and why how teams repeatedly create value and results what the main approaches are in different categories how a company implements category management the difference between success and failure In this new edition of Strategic Sourcing and Category Management Magnus Carlsson has added new themes including examples and references from companies such as Maersk Carlsberg P G and Aldi illustrating the application of cost leadership that spans far beyond IKEA Even there the cost leadership lessons are not limited to home furnishings as the company is sourcing categories such as food components materials transports and indirect materials with a total purchasing spend of approximately 7 billion But maybe even more importantly the book illustrates how teams create value by thinking differently and asking the right questions allowing an understanding that goes beyond mere tools and processes **Category**

Management in Purchasing Jonathan O'Brien, 2015 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 the 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 Category**

Management Handbook Andrea Cordell, Ian Thompson, 2018-04-27 Category management is one of the biggest contributors of commercial value in the area of procurement and supply chain With a proven track record of successful delivery since the early 1990s it helps organisations gather and analyse key data about their procurement spend before subsequently creating and delivering value adding strategies that change the value proposition from supply chains The aim of category management is to find long term breakthrough strategies that help lift an organisation's commercial performance to a new level Because of its strategic long term orientation and complex execution category management has long been the preserve of commercial consulting companies in effect a black box toolkit shrouded in expensive methodologies This practical

handbook lifts the lid on category management by providing readers with a step by step process and established toolkit that allows them a do it yourself approach Each activity is presented as a simple tool or technique for practitioners to apply to their own organisations To support each activity easy to use templates and checklists have been provided together with simple but practical hints and tips for implementation This handbook is a must read for all procurement and supplychain managers looking to find significant improvements in their organisations Its practical approach cuts through long winded consultant speak and provides an easy to use practical toolkit for everyday application

Strategic Sourcing and Category Management Magnus Carlsson,2015-08-03 Strategic Sourcing and Category Management examines how category management works in practice drawing insight from IKEA With over twenty five years experience of purchasing at IKEA Magnus Carlsson shares the wisdom gained from devising and executing IKEA s highly successful purchasing strategies The text is supported by insightful interviews and case studies which are compared and contrasted with examples from other leading companies Strategic Sourcing and Category Management answers three critical questions When is category management a profitable method and why How do category teams create real results How can category management be organized and implemented effectively In answering these three questions Magnus Carlsson not only presents the guiding principles behind category based sourcing he also demonstrates how category based sourcing can effectively be implemented in practice and provides guidance on how to realise the benefits of this approach Cleverly connecting theory and practice the book draws upon existing and new tools and applies them in a highly practical context With application spanning far beyond IKEA this book is an invaluable resource for procurement professionals in any industry Strategic Sourcing and Category Management is the result of twenty five years experience of Strategic Sourcing within IKEA and collaboration with several companies and the Stockholm School of Economics

Strategic Category Management Sanjit Menezes,2013-11-13 A significant portion of every dollar a company earns in revenue flows out the door as the cost of acquiring the wide array of products services and assets needed for its operations The only costs that are truly internal are payroll which goes to employees and dividends profits distributed to owners Everything else is an outflow to an external supply base Supply management professionals are tasked with a vital responsibility effectively managing those outflows spends in ways that deliver a competitive advantage They must concurrently acquire products and services from the best suppliers at the right price quality and time leverage the capabilities of suppliers effectively to drive process improvements and innovation and manage the multitude of risks posed to the business from disruptions born in the extended supply chain This requires comprehensive spend management strategies based on sound market and business intelligence In this book Sanjit Menezes maps out the key steps to developing those strategies in four critical areas sourcing pricing supplier relationships and supply risk Based on his experiences with Fortune 500 companies and other global organizations across a variety of industries he provides a valuable framework that includes plenty of tools techniques examples and lessons supply managers can readily

apply to develop and implement robust knowledge based strategies The book is divided into four distinct but interlinked sections Section 1 covers the sourcing process and what it takes to develop a winning supply base Section 2 provides tools and techniques to ensure prices paid to suppliers are fair and reasonable Section 3 lays out a framework to develop value driven relationships with suppliers Section 4 outlines a methodology to effectively manage supply risk The concepts processes and steps are laid out in a clear easy to follow fashion and are interlaced with relevant examples and stories from Menezes work that are compelling yet uncomplicatedly understandable **Sourcing Portfolio Analysis** Andrew W.

Cox,2015-10 *Category Management in Purchasing* Jonathan O'Brien,2009-06-03 Category Management is a technique used to understand markets analyse spend and make purchasing decisions which save money It is about a pathway from accepting mediocre goods and services at high cost to effective supply management which delivers real value By altering how goods are categorised and supplied it helps shift sourcing from being an error prone transaction to creating value for the business Using case studies and practical examples the book provides a clear definition and understanding of category management The author presents a step by step process for its implementation and use which companies can readily apply in line with their overall business strategy This practical toolkit will allow readers to analyse complex sourcing situations quickly and clearly and develop innovative and creative proposals for sourcing **Remarkable Retail How to Win & Keep**

Customers in the Age of Digital Disruption Dr. RICHA SHARMA,Dr. Diwakar Chaudhary,2024-05-28 In today s dynamic retail landscape managing customer expectations through data analytics to influence in store experiences is crucial for fostering customer loyalty This comprehensive book covers new age topics such as green retailing multi channel retailing religion based retailing and data analytics in retail Additionally it explores the retailing needs of different generational cohorts Whether you re a retail professional or a student this book provides valuable insights into the evolving world of retail marketing management **Category Management and Strategic Sourcing Processes in Local Government** Gregory

A. Benn-Ohikware,2020 Measuring Supply Management's Budget Effects Anna Quitt,2010-09-24 Based on practice oriented and practice relevant research methods Anna Quitt designs an integrated process for measuring supply management s budget effects and develops Return on Spend as an innovative financial effectiveness indicator Supplier Relationship Management Jonathan O'Brien,2022-01-03 Effective supplier relationship management enables organizations to unlock value from their supply base and reap tangible benefits With practical tips and a proven approach this is the guide to understanding how to maximize the potential of suppliers to gain a competitive advantage get more innovation and drive sustainability Supplier Relationship Management explains the importance of ongoing supplier management how to measure and improve their performance and for the critical few that can make a dramatic difference to our organization drive in and future proof strategic collaborative relationships The Orchestra of SRM framework coupled with expert tips tools and resources delivers clear guidance on how to design an effective supplier relationship management program with maximum

return on time and investment Written by leading procurement expert Jonathan O'Brien this third edition offers new content on how to adapt to the huge changes we have seen across supply bases in recent years and the new risks and challenges organizations face in managing key suppliers It includes new information on driving sustainability the future of the supply base and how to secure more innovation from our suppliers Supplier segmentation is outlined in more detail and there is new information on how companies are managing supply chains and the impacts of this in practice A practical guide to unlock the new value from your key suppliers in a changing world *Category Management in Purchasing* Jai San, 2024-12-14

Transform Your Procurement Strategy with the Power of Category Management Are you looking to revolutionize your procurement processes and achieve measurable business success A Practical Guide to Mastering Category Management for Procurement Excellence and Business Success is your ultimate resource to unlock the full potential of category management This comprehensive guide is tailored for procurement professionals business leaders and aspiring category managers who want to develop winning strategies optimize supplier relationships and drive sustainable growth Why Read This Book In today's fast-paced competitive business environment traditional procurement practices are no longer enough Organizations need innovative approaches to manage categories enhance supplier collaboration and align strategies with organizational goals This book equips you with actionable insights tools and frameworks to stay ahead of the curve What You'll Discover Inside Clear Practical Frameworks Master proven models like the Kraljic Matrix strategic sourcing methodologies and tools for effective category segmentation Digital Transformation in Procurement Learn how to leverage cutting-edge technologies like AI big data and automation to streamline category management Sustainable and Ethical Sourcing Discover strategies to incorporate sustainability and ethical practices into your procurement processes while delivering measurable results Supplier Relationship Mastery Build strong strategic partnerships with key suppliers using advanced relationship management tools and techniques Global and Industry Specific Insights Explore case studies from industries such as manufacturing retail and healthcare and understand how to adapt strategies for multi-regional environments Who Is This Book For Whether you're an experienced procurement professional a category manager looking to sharpen your skills or a business leader seeking to align procurement strategies with business goals this book is designed for you It's also ideal for students and academics exploring the intricacies of modern procurement and supply chain management Key Features Actionable Strategies Transition seamlessly from theory to execution with practical guidance Real World Applications Dive into case studies that demonstrate successful category management in action Comprehensive Coverage From foundational principles to advanced tools like spend analysis and supplier dashboards this book covers it all Future Focused Content Stay ahead with insights into emerging trends like agile procurement predictive analytics and Procurement 4.0 What Readers Say An indispensable guide for anyone in procurement or supply chain management The insights and frameworks are spot on and incredibly practical Finally a book that bridges the gap between theory and practice in category management Highly

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Strategic Sourcing in the New Economy Bonnie Keith,Kate Vitasek,Karl Manrodt,Jeanne Kling,2016-01-12 This book provides a comprehensive overview of each of the sourcing business model Readers will master the art and science of strategic sourcing by being able to chart a unique path that fits their capacity to apply more the full continuum of strategic sourcing concepts and tools

Operations, Logistics and Supply Chain Management Henk Zijm,Matthias Klumpp,Alberto Regattieri,Sunderesh Heragu,2018-08-29 This book provides an overview of important trends and developments in logistics and supply chain research making them available to practitioners while also serving as a point of reference for academicians Operations and logistics are cornerstones of modern supply chains that in turn are essential for global business and economics The composition character and importance of supply chains and networks are rapidly changing due to technological innovations such as Information and Communication Technologies Sensors and Robotics Internet of Things and Additive Manufacturing to name a few often referred to as Industry 4 0 Societal developments such as environmental consciousness urbanization or the optimal use of scarce resources are also impacting how supply chain networks are configured and operated As a result future supply chains will not just be assessed in terms of cost effectiveness and speed but also the need to satisfy agility resilience and sustainability requirements To face these challenges an understanding of the basic as well as more advanced concepts and recent innovations is essential in building competitive and sustainable supply chains and as part of that logistics and operations These span multiple disciplines and geographies making them interdisciplinary and international Therefore this book contains contributions and views from a variety of experts from multiple countries and combines management engineering as well as basic information technology and social concepts In particular it aims to provide a comprehensive guide for all relevant and major logistics operations and supply chain management topics in teaching and business practice address three levels of expertise i e concepts and principles at a basic undergraduate BS level more advanced topics at a graduate level MS and finally recent state of the art developments at a research level In particular the latter serve to present a window on current and future potential logistics innovations in the different thematic fields for both researchers and top business practitioners integrate a textbook approach with matching case studies for effective teaching and learning discuss multiple international perspectives in order to represent adequately the true global nature of operations logistics and supply chains

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Focus on Supply Chain Management ,2002 *BASICS OF STRATEGIC SOURCING* Selvan Athishtaraj V,2020-06-21 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 **Supply Chain and Procurement Quick Reference** Krzysztof Zygulski,2023-11-01 Embark on a comprehensive exploration of the intricacies of modern procurement and supply chain management with Supply Chain and Procurement Quick Reference How to navigate and be successful in structured organizations Tailored for seasoned industry veterans and newcomers this authoritative guide is your essential toolkit for delving into core principles and industry best practices covering realms from strategic purchasing and category management to international procurement mastery Venture into advanced domains like contract negotiation supplier relationship management cost control tactics and ethical sourcing This guide furnishes you with a comprehensive skill set vital for navigating today s swiftly evolving business terrain As you traverse through each segment discover real world case studies actionable metrics and innovative approaches that not only unravel complex notions but also prepare you for leadership roles within your organization s purchasing sector or markedly augmenting your current position Whether your aim is to establish a robust procurement department refine your existing supply chain operations or lay a solid groundwork for upcoming industry examinations this guide presents invaluable insights and pragmatic tools for career progression Each chapter is meticulously designed to enhance your problem solving acumen and strategic decision making quintessential traits for anyone earnest about mastering the procurement and supply chain domain Your journey towards professional mastery commences here Laden with practical exercises case studies and contemporary industry insights this book transcends being merely a guide it s a comprehensive toolkit poised to propel you into the higher realms of procurement and supply chain expertise Strategize your next career stride by equipping yourself with the profound knowledge and skills encapsulated within these pages Let this guide be your gateway to a distinguished stature in the dynamic multi dimensional world of procurement and supply chain management *Leaders* ,2003-07 **Fortune** Henry R. Luce,2000

Whispering the Secrets of Language: An Mental Journey through **Strategic Sourcing And Category Management**

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