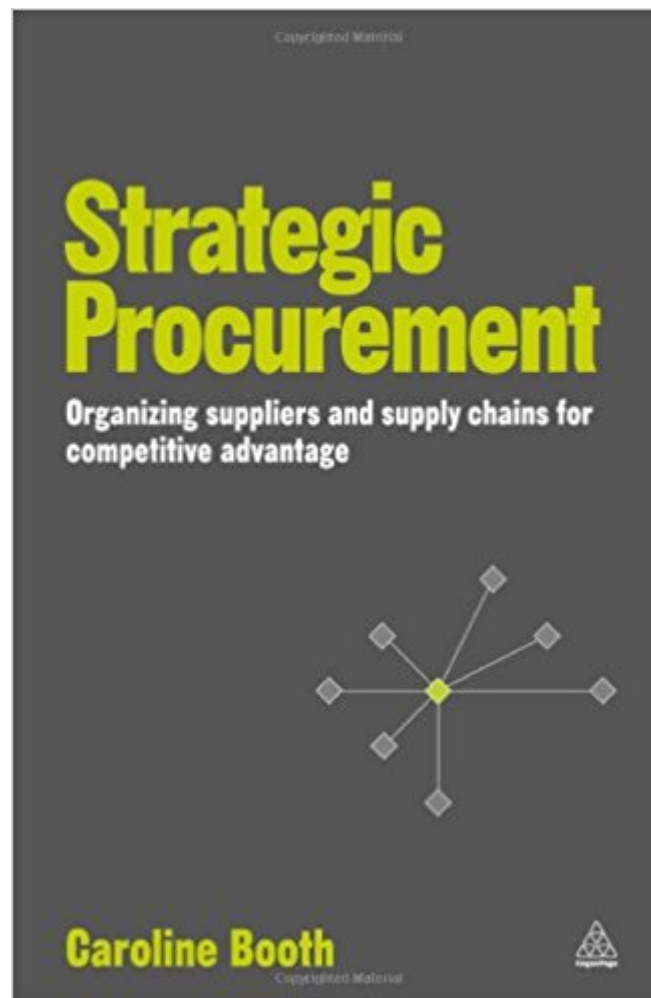




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Strategic Procurement: Organizing Suppliers And Supply Chains For Competitive Advantage



Synopsis

In today's challenging environment a company's success is determined by its ability to utilize all the assets at its disposal. One asset often neglected by the boardroom is supplier expenditure, yet most organizations spend at least half their costs with their supplier – often for business-critical goods and services. Effective procurement delivers rich rewards where P&L impact is relatively painless and immediate, benefit/cost ratios of 10 to 1 are realistic ambitions, in-year payback commonplace and top-line growth and cost reduction are both achievable. This book is for executives who recognize this opportunity and as such covers all aspects of strategic procurement, including: the role of both the top team and the organization as a whole in procurement; understanding the importance of procurement in delivering your customer value proposition; optimizing supply chains; reducing cost and creating value; making yourself important to the suppliers you need; sustaining procurement improvement and keeping it on the business agenda. Showing you how to cut costs while improving your business and the importance of effective supplier relationships, Strategic Procurement offers real understanding of the true worth of procurement in the boardroom.

Book Information

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Customer Reviews

"[O]f interest to any managers or business owners involved in procurement decisions for their organizations." --EBSCO Business Book Summaries

Caroline Booth specializes in procurement transformation - helping organizations to recognize and exploit the real value of third-party expenditure and suppliers' expertise. She has enjoyed an international career in business and consultancy with Shell and Ernst & Young and more recently, as Procurement Director for Lloyds Banking Group.

Written by popular language. therefore its understandable and easy to read. Contains great comparisons and stories

I recently moved to procurement department and needed to build knowledge about the subject, Caroline Booth did a great job in presenting the content in a simple and interesting way. Lots of tips and easy to follow suggestions which can really add value to any business by following strategic procurement approaches.

Believe it or not, logistics can be exciting, especially when presented in a flowing, concise essay spiced with case studies and examples from the author's experience. Procurement specialist Caroline Booth makes her points clearly through great organization, vivid stories and effective charts. While some chapters would benefit from some refined editing, readers can appreciate and implement her message about the importance of procurement. Managers can easily follow Booth's suggestions on using third-party providers to complement their businesses' core activities. getAbstract considers this valuable reading for senior executives and supply chain managers who want to elevate the role of procurement and make their firms more profitable.

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