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Autore	Jöhr, Walter Adolf
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Nota di contenuto

Managing Indirect Spend; Contents; Preface; Acknowledgments; Introduction: What Is Indirect Spend, and How Does One Manage It?; PART ONE: THE PROCESS; Chapter 1: An Introduction to Strategic Sourcing; Chapter 2: Data Collection and Analysis; Chapter 3: Conducting Research; Chapter 4: The RFx Process; Chapter 5: Scorecarding Suppliers; Chapter 6: Negotiations; Chapter 7: Get It in Writing; Chapter 8: Implementation and Continuous Improvement; Chapter 9: What Not to Do During a Strategic Sourcing Initiative; PART TWO: THE TOOLS; Chapter 10: The Importance of Market Intelligence Chapter 11: Tools to Assist You in Gathering Data and Expediting the Sourcing Process Chapter 12: Increasing Stakeholder Engagement; PART THREE: EXAMPLES FROM THE FIELD; Chapter 13: Supplier Collaboration; Chapter 14: Leveraging Supplier Feedback; Chapter 15: Data Analysis; PART FOUR: HOW TO DO IT; Chapter 16: Office Supplies and the Sourcing Process; Chapter 17: Negotiating Local and Long-Distance Telecommunications Services; Chapter 18: How Cell-Phone Management Drives Continuous Cost Savings; Chapter 19: Getting the Best Small Package Rates; Chapter 20: Making Sense of MRO Spend Chapter 21: Analyzing Shipping Costs Chapter 22: Sourcing Services; About the Authors; About the Contributors; Index

Sommario/riassunto

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. This how-to guide clearly covers specific sourcing engagements and provides the details needed to source effectively.