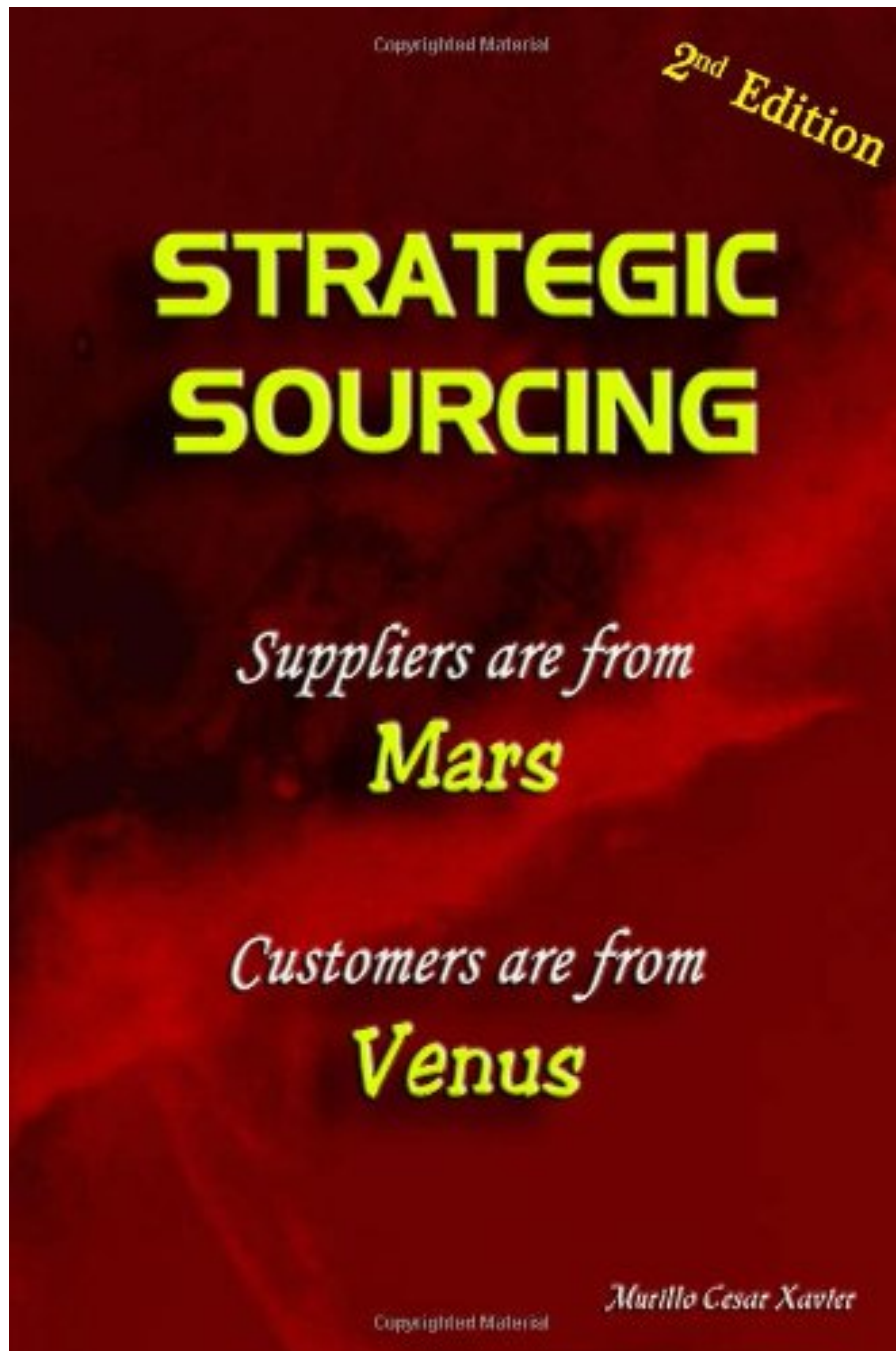


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By applying Strategic Sourcing concepts, The Walt Disney Company realized \$300 millions in annual savings, BellSouth improved its results by \$1 billion, and IBM achieved 5% improvement in their margins. These are just a few of the many companies exploring the benefits of Strategic Sourcing, the next evolutionary step in Supply-Chain. Strategic Sourcing is a coordinated effort between the different areas of the organization and external partners. It helps companies to focus on the smart way of investing their resources. More than a guide for implementing Strategic Sourcing, this book talks about the importance of building strategic partnerships. At the end, you will realize that business relationships are not so different from personal ones.

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**An Outstanding Supply Chain Book-Must Read**

By K. S. Hansen

I highly recommend this book to consultants, senior managers, c-executives, and academic folks who want to improve their knowledge about strategy. Although some of the tools described in the book are common sense, some of the techniques presented are very sophisticated. The book covers everything: small companies, big corporations, different industries (e.g. food, construction, chemical), acquiring business intelligence, change management tools, purchasing frameworks, etc.

The book also gives great practical examples on how to apply Strategic Sourcing. The first business case shows how these tools were applied to the distribution area of a cement company (it could be any company). It is easy to see how powerful these tools are.

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**Small Book with Great Content**

By Ale

It is hard to track all the emerging trends in the current supply environment. This book is an excellent

reference and will definitely put you up to speed! Very detailed, but also easy to read.

The book is divided into 3 parts. The first introduces Strategic Sourcing and its importance talking about achievements of several organizations, and the different stages in Strategic Sourcing. Here, the author also gives some of the best practices followed by the leading companies.

In the second part of the book, the author presents the roadmap for the implementation of Strategic Sourcing. Although the tools are not new for most of the purchasing folks, they are nicely put together to explain how the implementation process works.

Finally, in the third part of the book we find 3 business cases describing different Strategic Sourcing solutions and issues found in Distribution, Capital Expenditures, and New Product Development respectively. Each of the cases put emphasis in one specific aspect of the implementation. In addition, they are very short cases, which make it easier for the reader to follow and understand the key points.

The second edition of the book also brings a bonus chapter with the frequently asked questions in this field. Questions like "What Strategic Sourcing professionals do during a market crash?" are addressed in a simple and honest way.

In summary, this is a small book with great content.

1 of 1 people found the following review helpful.

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By David C. Holt

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