
Procurement Cost Reduction 2011

The 20% Solution

Reducing the Cost of Procurement of Material and Services

Strategic Procurement

Purchasing for Profit

Administration of Cost Reduction Programs

Sourcing Strategy

Strategic Sourcing

Better Business Decisions Using Cost Modeling

Cost Reduction Journal

Cost Reduction a Clear and Concise Reference

Navy Shipbuilding Acquisition Programs and Budget Requirements of the Navy's Shipbuilding and Construction Plan

Opportunity for Savings in Procurement Costs by Improved Procurement Policies and Procedures

Profitable Buying Strategies

Cost Reduction Analysis

Strategic Procurement

Evaluation of a Procurement Cost Reduction Strategy

Purchasing and Supply Management

The Purchaser's Cost-cutting Handbook

Driving Down Cost

Beyond Cost Reduction

Driving Down Cost

Managing Indirect Spend

The Critical Baseline
Calculating Cost Savings in the Procurement of
Printed Goods
Program Potential
The Purchasing Chessboard
Value Analysis as a Procurement Tool
Cost-reduction Through Advanced Techniques in
Purchasing Management
Cost Cutting Practices For the Financial Services
Industry
Profit-conscious Purchasing
SPEND-Less and Flourish
Assessing Cost Reduction Opportunities Within
Purchasing Function
Capital Equipment Purchasing
Cutting Costs by Analyzing Values, a Practical
Purchasing Program
Value Analysis as a Cost Reduction Tool in
Industrial Purchasing
Managing Indirect Spend
The Sourcing Solution
Driving Down Cost
SPEND-Less and Flourish
«The» key procurement controlling figure
"material cost reductions"

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**ADALYNN
SCHMITT**

The 20%

Solution
Springer
Science &
Business
Media
As almost a

matter of life
and death,
just to stay
afloat, many
financial
institutions

around the world are biting off big chunks of cost items from their income statements. For example, just recently, Lloyds TSB revealed its plans to cut £1.5 billion of its costs by 2011, to make its after-merger organization sustainable in one of the most challenging financial environments ever. No one company is excluded from the crisis...look at any firm -Bank of America,

Citibank, Deutsche Bank - all are taking drastic measures to keep playing in this game of survival of the fittest... *Reducing the Cost of Procurement of Material and Services* AMACOM Div American Mgmt Assn This book has one purpose: To help equip management teams of small to midsize companies with practical and proven cost-reduction tools, that they may achieve best-in-class costs with their

suppliers and vendors, and flourish. Experience has shown that when vendor and supplier expenditures become "well-managed," a 20% (or more) cost reduction can occur. Over 25 years of supplier management expertise have been distilled into this concise and accessible book, providing a broad survey of key corporate cost-reduction tools. SPEND-less & flourish Chapters: SECTION-#1:

FOUNDATIONS	Content	21	Over
Page 1 The	Reduction	55	Payment
Power of Cost-	Basics 12	12	Identification
Reductions 1	Consumption	104	& Recovery
2 Quick	Reduction	58	SECTION-
Savings	Basics 13	13	#3: PRICE
Estimator 10	Collaborative	3	NEGOTIATION
Vendor &	Cost-	22	S 22 Price
Supplier	Reductions 61	61	Negotiations -
Spend	14 Total	14	-10-point
Analysis 14	Lowest Cost of	4	Checklist 108
Sourcing	Ownership 64	64	23 Price
Strategically	15 Power of	15	Negotiations -
20 5 Category	the Learning	67	Strategy
(Spend)	Curve 16	16	Basics 110 24
Management	Price and Cost	71	Price
25 6 Supplier	Indexes 17	17	Negotiations -
Relationship	Using Blanket	78	The 3-
Management	PO's and P-	18	Approaches
28 SECTION-	Cards 18	18	114 25 Price
#2: COST-	Minimizing	83	Negotiations -
REDUCTION	Inventory	19	16 Sources of
TOOLS 7	Carrying Costs	33	Power 120 26
Strategic RFQs	83 19	19	Price
33 8 Price	Measuring	37	Negotiations -
Reduction	Return on	9	Your Arsenal
Basics 37 9	Investments	91	125 27 Price
Cost	(ROI) 20	20	Negotiations -
Reduction	Cost	40	ZOPA &
Basics 40 10	Reduction	10	BATNA 131 28
Cost Modeling	Contract	43	Price
Basics 43 11	Clauses 100	11	Negotiations --

Avoid the 10 Got-Cha 136	Article #2, Sales (Domestic) 179 38	innovations such as online order processing.
29 Price Negotiations - Planning Phase 141 30	Glossary of Procurement Terms 184 39	The goal of this book is not merely to document sourcing strategy, but to provide the tools to determine it.
Price Negotiations - Execution Phase 148 31	Topical Index 192 40 Author's Info 202	Therefore, rather than merely describe common sourcing processes, the book takes a normative approach to sourcing strategy. It argues for a rational, complete and integrated process view.
Price Negotiations - Post-Mortem 152	<i>Strategic Procurement</i> Kogan Page Publishers	It supports its recommendati
SECTION- #4: SUPPORTING TOOLS 32	Sourcing Strategy is about sourcing as a long term strategic activity.	
Excel Forecasting Basics 156 33	Myopic purchasing management stops short with describing functional procedures and procedural	
Problem Solving Basics (8D) 169 34		
Project Management Checklist 172 35		
Statement of Work - Checklist 175 36		
Incoterms (International) 177 37	UCC	

ons with logical arguments from an interdisciplinary and analytical approach grounded in microeconomics, law and business strategy. Part 1 of the book explains the economic and business principles that underlie sourcing strategies. It derives policies that guide viable strategies to meet sourcing goals. Part 2 applies these to creative designs for standard sourcing

scenarios. *Purchasing for Profit* John Wiley & Sons "The Sourcing Solution will help you stay on top of it all by giving you a clear and thorough overview of the new tools for sourcing success. Author Larry Paquette brings his considerable experience to this engaging and accessible guide, designed to give you practical ideas to use in your organization and throughout your entire career."--

Jacket. Administration of Cost Reduction Programs Springer Discover the tools for knowing the costs your company should cut, without impacting its ability to deliver goods and services New from Steve Bragg, this book provides the tools for determining which costs a company should cut, without impacting its ability to deliver goods and services. It explains

<p>how to use throughput analysis in order to locate bottleneck operations in a company, which in turn dictates where capital investments should (and should not) be made. Delves into process analysis, to determine where excess resources are being used in a business process. Describes the total cost of ownership, showing how a single purchasing decision actually snowballs into a variety of</p>	<p>ancillary costs Shows how to create and use a spend management system to reduce procurement costs Shows how just-in-time systems can be used to eliminate inventory costs Cost Reduction Analysis: Tools and Strategies provides examples to show how much cost can potentially be eliminated to avoid drastic action later that can imperil your corporation's direction and future. <u>Sourcing</u></p>	<p><u>Strategy</u> Wiley Submitted in partial fulfillment of the requirements for the degree of Master of Business Administration in the Graduate School of Syracuse University. <u>Strategic Sourcing</u> Kogan Page Publishers Drawing on over 25 years consultancy experience running over 50 big one-time, cost-reduction projects internationally, Wileman provides a Cost</p>
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Management Toolkit of key ideas and cost management strategies for analysing cost-management including procurement and management accounts and looks at how the leadership team needs to take the lead and set the tone on cost. He lays out a set of ideas, approaches, tips and tricks that have worked for him and looks at the sneaky ways cost can be created and the even sneakier, smart ways

they can be cut - like getting your customers to do your work for you, or turning cost into revenue. Packed with real-life, international case studies and practical techniques for implementing cost reduction programmes in a period of chaos in the markets and worldwide recession, this new edition could not be more timely.

Better Business Decisions Using Cost Modeling
Hachette UK
How to

manage budgets and trim costs intelligently.
Cost Reduction Journal
Createspace Independent Publishing Platform
Information is power in supply chain operations, negotiations, continuous improvement programs, process improvement, and indeed in all aspects of managing an operation. Accurate and timely information can result in better decisions that translate into

the improvement of bottom-line results. The development and effective use of cost modeling as a method to understand the cost of products, services, and processes can help drive improvements in the quality and timeliness of decision making. In the supply chain community, an understanding of the actual cost structures of products and services, whether with new or nonpartner

suppliers, can facilitate fact-based discussions that are more likely to result in agreements that are competitively priced and with fair margins. Further, accurate cost models that are cooperatively developed between supply chain partners can form the basis for joint efforts to reduce non-value-added costs and provide additional focus toward operational improvement. **Cost**

Reduction a Clear and Concise Reference
Springer Science & Business Media
Most organizations, regardless of industry, spend more money on suppliers than they do on employing their staff. Written for the non-procurement expert, Strategic Procurement explores the 'why' and 'what' of good procurement rather than the 'how.' It explains why you should

focus your efforts on this previously neglected area of business and rich rewards, where P&L impact is relatively painless and immediate, where benefit to cost ratios of 10 to 1 are realistic ambitions and in-year payback is possible. It covers all the aspects of strategic procurement, including The role of the executive and the organization in procurement; Primary and

secondary supply chains; Cost reduction techniques Making yourself important to suppliers; Sustaining procurement improvement; Keeping procurement on the business agenda Showing you how to cut costs without harming your business and the importance of recognizing supplier relationship management, Strategic Procurement offers real understanding of the true

worth of procurement in the boardroom. Navy Shipbuilding Acquisition Programs and Budget Requirements of the Navy's Shipbuilding and Construction Plan Nicholas Brealey "GAO has reported that the government is not fully leveraging its aggregate buying power, and that strategic sourcing, a process that moves a company away from numerous

individual procurements to a broader aggregate approach, allowed companies to achieve savings of 10 to 20 percent. A similar savings rate applied to the federal procurement budget would equal more than \$50 billion dollars. In 2005, the Office of Management and Budget directed agencies to use strategic sourcing and established the FSSI program to manage governmentwi

de efforts. GAO was asked to assess (1) the extent to which selected agencies managed spending and achieved savings through strategic sourcing, (2) key challenges selected agency and FSSI officials face in strategically sourcing products and services, and (3) the extent to which the FSSI program managed spending and achieved savings

through strategic sourcing. To do this, GAO selected four agencies that were among the highest in fiscal year 2011 procurement obligations- DOD, DHS, VA, and Energy- and reviewed governmentwi de FSSI efforts. For each, GAO analyzed strategic sourcing data and policies, and interviewed responsible officials. "

Opportunity for Savings in Procurement Costs by

Improved Procurement Policies and Procedures

Forte Consultancy Compared to other main groups of procurement, capital equipment features numerous characteristics that significantly impact the purchasing process. The process of purchasing capital equipment therefore requires specific attention and above all a systematic approach. To overcome

these challenges, a holistic process model and specific tools and methods for capital equipment purchasing are presented. The following topics regarding capital equipment purchasing are presented:

- Compliance management
- Savings measurement
- Life cycle costs and total cost of ownership
- Determining the optimum useful life and replacement time
- Real options

approach for the evaluation of investment alternatives

- Performance contracting

Readers are provided with a comprehensive and structured process model for capital equipment purchasing. The comprehensive set of methods including various instruments and methods presented in this book support the establishment of a professional capital equipment

<p>purchasing process.</p> <p>Profitable Buying Strategies</p> <p>AuthorHouse *** Full-Color Edition ***</p> <p>This book has one purpose: To help equip executives and management teams of small to midsize companies with practical and proven supplier cost-reduction tools, that they may achieve best-in-class costs, and flourish. Experience has shown that when vendor and supplier expenditures</p>	<p>become "well-managed," a 20% (or more) cost reduction can occur.</p> <p>Over 20 years of supplier management expertise have been distilled into this concise and accessible book, providing a broad survey of key corporate cost-reduction tools. SPEND-less & flourish</p> <p>Chapters:</p> <p>SECTION-#1: FOUNDATIONS Page 1 The Power of Cost-Reductions 1 2 Quick Savings Estimator 10 3 Vendor & Supplier</p>	<p>Spend Analysis 14 4 Sourcing Strategically 20 5 Category (Spend) Management 25 6 Supplier Relationship Management 28 SECTION-#2: COST-REDUCTION TOOLS 7 Strategic RFQs 33 8 Price Reduction Basics 37 9 Cost Reduction Basics 40 10 Cost Modeling Basics 43 11 Content Reduction Basics 55 12 Consumption Reduction Basics 58 13 Collaborative Cost-Reductions 61</p>
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14 Total	-10-point	Phase 148 31
Lowest Cost of	Checklist 108	Price
Ownership 64	23 Price	Negotiations -
15 Power of	Negotiations -	Post-Mortem
the Learning	Strategy	152 SECTION-
Curve 67 16	Basics 110 24	#4:
Price and Cost	Price	SUPPORTING
Indexes 71 17	Negotiations -	TOOLS 32
Using Blanket	The 3-	Excel
PO's and P-	Approaches	Forecasting
Cards 78 18	114 25 Price	Basics 156 33
Minimizing	Negotiations -	Problem
Inventory	16 Sources of	Solving Basics
Carrying Costs	Power 120 26	(8D) 169 34
83 19	Price	Project
Measuring	Negotiations -	Management
Return on	Your Arsenal	Checklist 172
Investments	125 27 Price	35 Statement
(ROI) 91 20	Negotiations -	of Work -
Cost	ZOPA &	Checklist 175
Reduction	BATNA 131 28	36 Incoterms
Contract	Price	(International)
Clauses 100	Negotiations --	177 37 UCC
21 Over	Avoid the 10	Article #2,
Payment	Got-Cha's 136	Sales
Identification	29 Price	(Domestic)
& Recovery	Negotiations -	179 38
104 SECTION-	Planning	Glossary of
#3: PRICE	Phase 141 30	Procurement
NEGOTIATION	Price	Terms 184 39
S 22 Price	Negotiations -	Topical Index
Negotiations -	Execution	192 40

<p>Author's Info 202 <u>Cost Reduction Analysis</u> John Wiley & Sons Unique guidance for cutting costs regardless of economic conditions—wi thout 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</p>	<p>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. Includes sections covering the process, the tools, real- world examples, guidance through</p>	<p>specific sourcing engagements and the information needed to source 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,</p>
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<p>Managing Indirect Spend provides insider guidance for big bottom-line growth through effective management of indirect costs. <i>Strategic Procurement</i> Springer Science & Business Media Improving your organization's profitability can only be achieved in three ways: increase prices, increase sales volumes or reduce costs. Competitive pressures are</p>	<p>making the first two options increasingly difficult, which leaves cost reduction as the key option available. Profitable Buying Strategies shows you a long term, structured approach to cost reduction through smart procurement practices. This straightforward guide explains the philosophy and psychology of buying; buying concepts, tools and techniques; changes that</p>	<p>deliver cost reduction; market testing; outsourcing and insourcing; negotiation and the legal aspects; e-procurement; and organizational issues. A plethora of case studies, and appendices outlining the successful cost reduction drives of a number of major organizations, give you a real world explanation of cost reduction and procurement options to</p>
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help you make your enterprise more profitable. *Evaluation of a Procurement Cost Reduction Strategy* 5starcooks Commercial payments and stock fund division sales are fruitful areas for substantial cost savings. This can be accomplished with a little imagination, relaxing of DoD regulations, and government policies. This is especially true considering the state of the art of financial management, major computerized financial and supply systems, and our ability to use the fast pay and certificate of conformance procedures currently authorized in procurement instructions and regulations. This paper analyzes the commercial accounts procedures and intra/inter agency stock fund transactions and recommend changes that can be made to realize substantial cost savings. Due to the lack of sufficient research capability and time the amounts and figures used are approximates. Actual figures are available and can be obtained at a later date. The cost savings are identified more with the activities listed in the first paragraph, but they are applicable throughout the government

as the same basic procurement and payment procedures are used by all government agencies. *Purchasing and Supply Management* Kogan Page Publishers
 A company's success is determined by its ability to utilize all its assets. Yet two assets often neglected by the boardroom are the amount it spends on goods and services and the expertise of the organisation's

key suppliers. This highly accessible book will help you understand how to tap into these assets to secure competitive advantage. With application to organisations in all industries internationally, *Strategic Procurement* details why procurement is critical to successful business performance. It explores the strategic value of procurement to business and the

potential for significant cost savings through maximising value from suppliers and third-party spend. A lot has changed in the world of strategic procurement. While many developments have served to reinforce the business value of good procurement practices, there are many risks associated with poor procurement. On the upside, procurement's role has increased in many recent mega-

mergers. On the downside, there are glaring examples of supply continuity issues triggered by natural disasters; reputational issues related to supply chains of companies like BP and Apple; and the inadvertent role played by suppliers as the weakest link in cyber-crime. This second edition of *Strategic Procurement* has been thoroughly updated to reflect these developments.

Besides real-life case studies, there is a new chapter on procurement's role in delivering successful mergers and acquisitions as well as three new chapters exploring the mitigants to a variety of supplier-related risks. Additionally, there are expanded sections on corporate responsibility, procurement proficiency, good procurement across the organisation, and new ways of supplier

collaboration. *The Purchaser's Cost-cutting Handbook* Drawing on over 25 years consultancy experience running over 50 big one-time, cost-reduction projects internationally, Wileman provides a *Cost Management Toolkit* of key ideas and cost management strategies for analysing cost-management including procurement and management accounts and looks at how

the leadership team needs to take the lead and set the tone on cost. He lays out a set of ideas, approaches, tips and tricks that have worked for him and looks at the sneaky ways cost can be created and the even sneakier, smart ways they can be cut - like getting your customers to do your work for you, or turning cost into revenue. Packed with real-life, international case studies and practical techniques for

implementing cost reduction programmes in a period of chaos in the markets and worldwide recession, this new edition could not be more timely.

Driving Down Cost

Petunia's Intellect, An Introduction, is a modern, literary novel that takes place within the character's thought processes. Her physical environment serves as a general outline for the direction of her thoughts. Although

"modern novel" is a general term, in this case it involves the pace of the character's thoughts, her ways of arriving at conclusions, her many decisions along the way, and her characteristic ways of thinking.

Beyond Cost Reduction

What are your results for key measures or indicators of the accomplishment of your Cost reduction strategy and action plans, including building and

<p>strengthening core competencies ? How important is Cost reduction to the user organizations mission? How do you determine the key elements that affect Cost reduction workforce satisfaction? how are these elements determined for different workforce groups and segments? Can Cost reduction be learned? What is Cost reduction's impact on utilizing the best solution(s)?</p>	<p>This instant Cost reduction self-assessment will make you the accepted Cost reduction domain veteran by revealing just what you need to know to be fluent and ready for any Cost reduction challenge. How do I reduce the effort in the Cost reduction work to be done to get problems solved? How can I ensure that plans of action include every Cost reduction task and that every Cost reduction outcome is in</p>	<p>place? How will I save time investigating strategic and tactical options and ensuring Cost reduction costs are low? How can I deliver tailored Cost reduction advice instantly with structured going-forward plans? There's no better guide through these mind-expanding questions than acclaimed best-selling author Gerard Blokdyk. Blokdyk ensures all Cost reduction essentials are</p>
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covered, from every angle: the Cost reduction self-assessment shows succinctly and clearly that what needs to be clarified to organize the required activities and processes so that Cost reduction outcomes are achieved. Contains extensive criteria grounded in past and

current successful projects and activities by experienced Cost reduction practitioners. Their mastery, combined with the easy elegance of the self-assessment, provides its superior value to you in knowing how to ensure the outcome of any efforts in Cost reduction are maximized with professional

results. Your purchase includes access details to the Cost reduction self-assessment dashboard download which gives you your dynamically prioritized projects-ready tool and shows you exactly what to do next. Your exclusive instant access details can be found in your book.