

# **The Purchasing Chessboard 64 Methods To Reduce Costs And Increase Value With Suppliers**

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## **The Purchasing Chessboard 64 Methods**

The Purchasing Chessboard: 64 Methods to Reduce Cost and Increase Value with Suppliers Christian Schuh , Robert Kromoser , Michael F. Strohmer , Ramón Romero Pérez , Alenka Triplat Springer Science & Business Media , Apr 1, 2009 - Business & Economics - 215 pages

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The Four Strategies. 1. Change the Nature of Demand. When supplier power runs high, one strategy is changing the nature of demand. What this means is, you'll need to ... 2. Seek Joint Advantage with Your Suppliers. 3. Manage Spend. 4. Leverage Competition Among Suppliers.

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Within the Purchasing Chessboard framework, we further break down the 4 purchasing strategies into 16 levers and further into 64 methods. All the 64 standalone methods in the Purchasing Chessboard present a unique differentiating tactic to work with suppliers to reduce costs and increase value. Each method maps to a specific lever, which maps to a specific strategy. The presentation deck also includes some slide templates for you to use in your own business presentations.

## **The Purchasing Chessboard: 64 Methods to Reduce Costs and ...**

power, purchasing must develop a tailored strategy for each sourcing category in order to cut costs and add value. 5. Purchasing must be integrated seamlessly, directly and equally alongside sales and production when it comes to demand and capacity planning. 6. Purchasing must have appropriate information systems at its dis-

## **Bing: The Purchasing Chessboard 64 Methods**

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The 64 squares on the Purchasing Chessboard provide a wealth of methods that can be applied either individually or in combination. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping procurement professionals to think and act outside the box and find new ...

## **The Purchasing Chessboard**

The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions.

## **The Purchasing Chessboard : 64 Methods to Reduce Costs and ...**

The Purchasing Chessboard is inspired by the logic of supply power and demand power. Since the first edition in 2008, it has proven to work in any industry, for any category, anywhere in the world. Intuitive and easy to use, it has become the main procurement

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strategy tool for most of the world's leading companies.

## **The Purchasing Chessboard: 64 Methods to Reduce Costs and ...**

The Purchasing Chessboard's 64 squares provide a rich reservoir of methods that, applied either individually or in combination, can reduce costs and improve relationships with suppliers. Because many are not commonly used in procurement, the chessboard also helps buyers find outside-of-the-box solutions.

## **The Purchasing Chessboard: 64 Methods to Reduce Cost and ...**

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The Purchasing Chessboard: 64 Methods to Reduce Cost and Increase Value with Suppliers by Christian Schuh. <P>The “golden” age of purchasing, in which it was relatively easy to achieve annual cost

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reductions of between one and three percent, has come to an end.

## **The Purchasing Chessboard - 64 Methods to Reduce Costs and ...**

Presents a new strategic framework for supply managers: the Purchasing Chessboard; Features 64 methods to reduce cost and increase value with suppliers; Developed and presented by A.T. Kearney management consultants ; Includes a foldout map of the chessboard for parallel reading; see more benefits

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