

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

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### The Purchasing Chessboard 64 Methods

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 ...

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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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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.

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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.

### 64 Chess Moves to Reduce Procurement Costs

This chapter is intended as a reference for users. The 64 methods contained in the Purchasing Chessboard® are explained in detail and illustrated by examples (see Fig. 5). For easier navigation, the individual methods are arranged as on a competition chessboard, from A1 to H8. Miroslav Čavlin, Radivoj Prodanović, .....

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The 4 strategies in the Purchasing Chessboard are designed to specifically support discussions between the company's procurement department and top management. Asset Publisher. Explore the Chessboard 16 Levers | 64 Methods. Change the nature of demand.

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