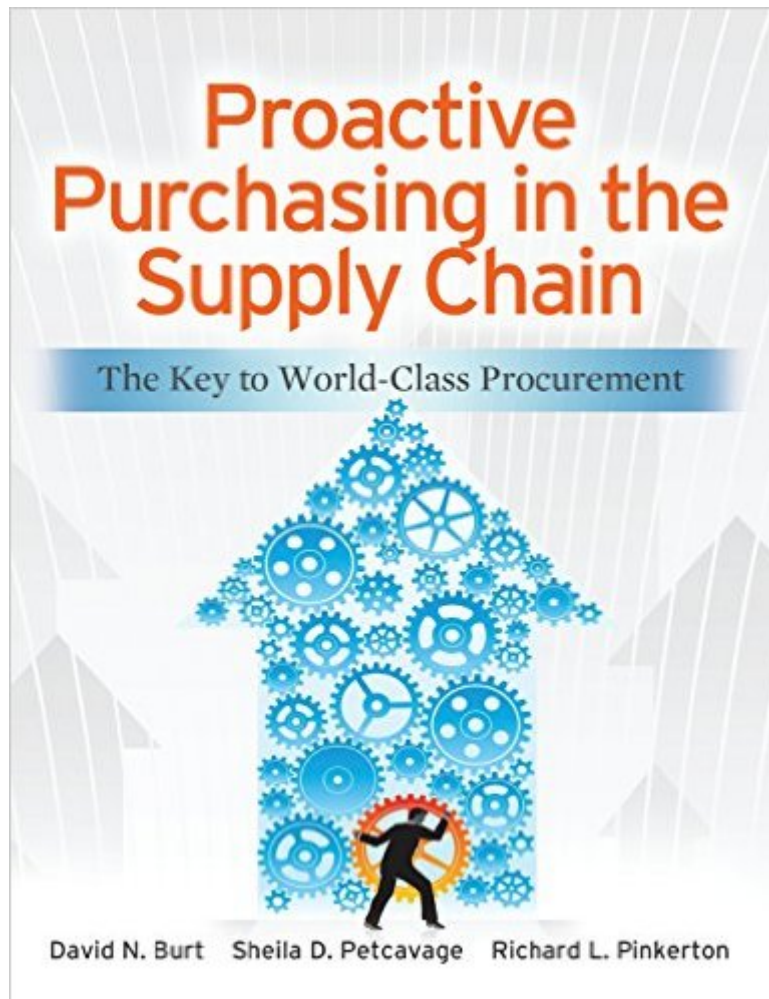


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# Proactive Purchasing In The Supply Chain: The Key To World-Class Procurement



## Synopsis

Transform purchasing operations from reactive to proactive supply management Written for purchasing managers, *Proactive Purchasing in the Supply Chain* reveals how to use the latest and best procurement practices to help your organization maximize the effectiveness and efficiency of its supply chain. The ability of purchasing to dramatically increase return on investment, reduce costs, improve quality, and shorten time to market is highlighted throughout this practical guide. Essential topics such as legal issues, green purchasing, negotiation, ethics, price-cost analysis, production-inventory control, purchasing risk management, sourcing, and demand-logistics management are addressed. Real-world case studies in each chapter demonstrate the strategies presented in the book. A detailed planning model for implementing these world-class procurement methods is also contained in this definitive resource. The authors combine extensive industry, educational, research, and consulting experience to cover topics such as: The latest "best-in-class" purchasing methods, tools, procedures, and systems Price-cost analyses and how to fight price increases How to organize the purchasing department to achieve maximum value added in the supply chain Green purchasing Purchasing risk management programs and procedures How to separate strategic from tactical buying Step-by-step checklists for major purchasing functions How to overcome obstacles Forecasting methods for demand management How to transform the purchasing department from a cost center to a value-added operation Social responsibility and ethical issues Planning steps and basic management skills Preparation for relevant certification programs

## Book Information

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## Customer Reviews

Proactive Purchasing in the Supply Chain is one of the most complete books on supply management to come along in recent years. Burt, Petcavage and Pinkerton do a great job of addressing the key subjects that are generally covered in books about the profession, such as quality management, specification development, and inventory control (which are thoroughly addressed), but also highlight many key areas that are sometimes overlooked. Outsourcing is discussed as a growth industry and the authors offer both the advantages and disadvantages of the make or buy decision. The growing importance of collaboration in the supply chain through relationship management is stressed, as is the trend in all sectors to consider social responsibility in organizational purchasing decisions. It is very well organized, easy to follow, and fully addresses each concept. The figures throughout the book are helpful, but not overdone. Through its 22 chapters, the text covers every corner of the supply management profession. It will prove invaluable to both practitioners and students of supply management. The book ends with a chapter on designing and implementing world class purchasing systems and offers a glimpse into this promising career field. If one is looking for a comprehensive resource on supply management, this book will not disappoint. Darin Matthews, CPPO, C.P.M. Faculty, Portland State University, School of Business Administration Co-author, Effective Supply Management Performance, ISM

I previously worked for a company that used a PO system, and my current job is evaluating the need for a more robust PO system that integrates with our existing ERP system as we are looking at revamping our supply chain management. Seeing as how it had been several years since I had been associated with a PO system, I gave this and a couple of other books a try in order to get back up to speed as well as to see if there were some improvements on what I had learned previously. This is actually a very robust textbook vs. a reference guide that provides a detailed explanations and examples of the procurement process with best practices but also nice overview of the pros and cons / tips and tricks of a PO system. If you are looking to evaluate your supply chain, I would recommend this one.

As a veteran procurement official or just beginning a career in the field, this is one book that must be read and kept in your reference library. Although the book is 702 pages, it contains current

information that any practitioner can use in every phase of their work. Very well written by authors who know and understand supply chain management. This book will be referenced many times by practitioners because it was written for them. Tony Ellis, CPPO, Retired Materials Management Officer, State of South Carolina

When I finished *Proactive Purchasing in the Supply Chain*, I had tagged no fewer than 30 pages that I found especially enlightening. Fifteen years ago, I taught a graduate business class using a book that David Burt coauthored on purchasing and supply management; as good as that was, this book is better. I spent about 25 years in federal and state procurement in various management and legal capacities, government and commercial. From my perspective, *Proactive Purchasing* has addressed exceptionally well the contemporary issues that procurement professionals are facing. They borrow heavily from commercial best practices, and the book's analysis of strategic sourcing is particularly valuable. While public entity outsourcing has "inherently governmental function" considerations, the book provides a useful framework for evaluating outsourcing opportunities. No book can comprehensively tackle all aspects of specialized sourcing and contract management such as exist in construction and information technology - this book does not pretend to. But *Proactive Purchasing* may be the best book I've read at comprehensively covering the knowledge and skills needed for all procurement: negotiation, price and cost analysis, contract types, the importance and role of specifications, total cost of ownership, and special considerations in procurement of services and capital equipment. Having had a public procurement focus most of my career, I was encouraged to see the common themes in the industry perspectives about centralization and decentralization. Even the manufacturing supply chain portions of the book provide an invaluable perspective for procurement professionals not working in those organizations but needing insight into their suppliers' operations. So the colored tags remain in my copy of this excellent book. I'll leave industry judgment to those more qualified to make it, but this book would be a valuable addition to the professional library of any public procurement professional: federal, state, university, or local government. Richard Pennington, CPPO, C.P.M., J.D. Instructor, NIGP: The Institute for Public Procurement (former Colorado State Purchasing Director)

This book lives up to expectations on what a book about proactive/strategic procurement should be. I read the book '*Purchasing*' by frequent ISM article contributors Mary Lu and Michale HArding (part of the Barron's Business Library set) and as informative as that book was, this book expands on many important topics such as contract management, negotiating, contract pricing structures, and

cost/price analysis. This is also the most absurdly cheap text book of its age I have ever seen - \$20 something for a text book from 2012??? Ridiculously good price/value. I purchased the book to further my education in procurement and supply chain as part of a career growth effort and it was well worth the time and money. Buy this book.

I'm on Houston, TX. For some reason this book ended up in Dallas, then went to Jacksonville, FL, then came to me. Highly inefficient but it still came on time.

It is the book but is poorly done. Other ebooks have page numbers that are easy to follow with the class. This book does not do that.

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