



On-demand Supply Management: World-class Strategies, Practices and Technology

Douglas A. Smock, Robert A. Rudzki, Steve C. Rogers

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Technology offerings for supply management are changing rapidly. To outpace the competition, today's firms must be able to understand and implement the latest advances. This book explains how to incorporate the use of supply management technology into advanced sourcing practices to produce significant competitive advantage. On-Demand Supply Management offers new tools and advice to facilitate the internal technology debate between procurement, IT and finance executives to enable faster adoption of the correct strategies and tools to lower procurement costs and improve bottom-line results. It also provides a practitioner's view of decision-making processes and adoption challenges that come with constantly evolving technologies. The authors examine IT investment (including make or buy), training, supplier relationship management, corporate governance issues (including Sarbanes-Oxley) and which metrics must be in place for success. This book is a must read for anyone involved in procurement and supply management, and for executives in finance, information technology, manufacturing and R&D.

Key Features

- Discusses the correct strategies for electronic technologies, on-demand processes, improving supplier management, continuous sourcing, and collaboration with internal stakeholders
- Explores the potential role of several new software offerings in spend analysis, market-making, supplier relationship management, sourcing, product lifecycle management, should-cost, services' procurement, and req-to-check
- Shows what's real and what's not in the maze of new technology offerings sweeping through the supply management function
- Describes how to make your supply chain more demand driven by using the right business processes with your internal stakeholders and supply base
- Details how to get your internal professionals (procurement, IT, finance) speaking the same language with each other and collaborating to build a relevant business analysis and business case
- Addresses the cost, effort, and benefits of using IT tools to drive supply management results and how to prioritize, sequence, and match tools to strategic needs and budget realities
- Provides case studies of companies that have put many of the technology pieces together and are delivering top-notch results

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