

Download Supplier Relationship Management Unlocking The Hidden Value In Your Supply Base Pdf

The supply base represents a wealth of opportunity that can bring significant value to an organization's brand value, competitive position and future security. This book discusses the process of Supplier Relationship Management (SRM) - a discipline used to strategically plan and manage interactions. Supplier Relationship Management enables organizations to secure vast value from their supply base by determining the suppliers that are important or hold potential and, based upon what makes them important or even strategic, putting in place interventions unique to each supplier to unlock real tangible benefits.

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