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## **Strategic Sourcing And Category Management**

Category Management is a strategy wherein the array of products and services purchased by an organization is strategically managed in groups of similar or related products and services. Strategic

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Category and

structured process of

critically analyzing an

organization's

spending and using

this information to

make business

decisions about

acquiring commodities

and services more

effectively and

efficiently.

**Category**

**Management and**

**Strategic Sourcing |**

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Strategic sourcing is a price centric methodology, focused on achieving savings and relies heavily on contract creation.

Category management is a way of driving value and includes strategic sourcing, but is much broader than that. It uses strategic sourcing techniques and processes to source each category and its sub-categories.

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**Category  
management vs  
Strategic sourcing -  
The differences**

Transitioning to  
Category Management.

- Industry & Federal Gov't are transitioning from Strategic Sourcing alone to a more holistic Category Mgt approach. -AFICA leading AF transition from the...

**Strategic Sourcing &**



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**Management: The**

**Basics**

Strategic Sourcing &  
Category Management

STRATEGIC SOURCING.

Strategic Sourcing is  
smart purchasing. It's  
purchasing with

organizational goals  
and mission in mind.

Strategic sourcing  
looks at immediate  
needs but also at the  
long term view.

Strategic sourcing is a  
way to maximize value

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**Strategic Sourcing  
and Category**

**Management —**

**Calyptus Main**

Besides ensuring that you have an effective and seamless transition process from strategic sourcing outcomes to the business-as-usual category management function, here are some other best practices: Develop the

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logical categories for  
your business by  
bringing together  
products or services  
that have ...

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**How to improve  
Strategic Sourcing  
with category  
Management ...**

The Guide to  
Understanding  
Category Management  
Category Management  
is Not Strategic  
Sourcing. Category  
management is not to

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be confused with  
strategic sourcing,...

Skillsets for Category  
Managers. Category

managers must have a  
detailed understanding

of spend, demand,  
providers and...

Benefits of ...

## **The Guide to Understanding Category**

### **Management**

How is category  
management different  
from traditional

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strategic sourcing? The

checklist below

summarises ten  
features of category  
management that

differentiate it from  
traditional sourcing:  
Internal Relationship

Quality: Procurement

team has a very close

and collaborative  
working relationship

with business  
stakeholders and is

perceived as a ...

**Category**

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**Management |**

**Strategic Sourcing |**

**Procurement**

Category Management

and Strategic Sourcing

Overview The Strategic

Solutions Office

develops Department-

wide contract vehicles

and is responsible for

implementing Category

Management at DHS.

**DHS Category**

**Management and**

**Strategic Sourcing |**

**Homeland ...**

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"Category

management provides

a deeper

understanding of the

market, products,

suppliers and the

supply chain to

develop strategic

category plans. This

deeper level of insight

and mapping of the

supply chain takes into

account environmental,

social and political

factors to manage risk

more effectively for the

organisation."

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## **Category Management Guide | CIPS**

Strategic Sourcing encompasses one facet of the activities within the category management framework. Strategic Sourcing is a structured and collaborative process of critically analyzing DHS spend across multiple or all Components to make



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business decisions  
about acquiring and  
managing commodities  
and services more  
efficiently.

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**Category**

**Management and  
Strategic Sourcing  
Overview ...**

The main objective of  
strategic sourcing is to  
save money but other  
reasons include  
improving the  
acquisition process,  
supplier performance

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and minimizing risk.  
Step 1 - Profile the Category Understand everything about the spend category as the first step in the strategic sourcing process. This means defining the category and commodities in it.

### **The Strategic Sourcing Process**

Strategic Sourcing and Category Management - Commerce Edge - Procurement Training -

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Purchasing training, strategic sourcing training, competency development, management development programmes, coaching, Strategic Sourcing and Category Management Use world-class Strategic Sourcing methods to focus on where the real value lies in your Supply Chain.

**Strategic Sourcing**

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**and Category**

**Management -**

**Commerce Edge ...**

Category management is a continuous process and it forms the basis for successful strategic sourcing initiatives.

This can only happen when the process is well managed and is given the right level of attention. A good starting point would be taking the initiative to provide a good training and development

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Management

program to improve  
skills.

**How to get started  
for an effective  
Category**

**Management ...**

Strategic Sourcing and  
Category Management:  
Lessons Learned at  
IKEA will improve the  
maturity and results of  
your procurement  
organization. It  
explores themes such  
as influence vs. power  
and market diagnosis

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relationships.”

**Amazon.com:  
Strategic Sourcing  
and Category  
Management ...**

Our discussion ranged from - “ Strategic Sourcing and Category Management are different terms for the

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same process” to

“There is a dramatic difference between the two and the issues and challenges grow

exponentially with

those differences”.

After our day-long discussion, there was consensus that the differences are dramatic.

**Do You Know the Difference Between Strategic Sourcing and ...**

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Strategic sourcing is an approach to supply chain management that formalizes the way information is gathered and used so an organization can use its consolidated purchasing power to find the best possible values in the marketplace and align its purchasing strategy to business goals.

**What is Strategic Sourcing and Why is**



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**Category Management**  
**it Important?**

In this new edition of Strategic Sourcing and Category Management, Magnus Carlsson has added new themes including examples and references from companies such as Maersk, Carlsberg, P&G and Aldi, illustrating the application of cost leadership that spans far beyond IKEA. Even there, the cost leadership lessons are not limited to home

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furnishings as the

company is sourcing

categories such as

food, components,

materials, transports

and indirect materials,

with a total purchasing  
spend of ...

**Amazon.com:  
Strategic Sourcing  
and Category  
Management ...**

Successfully reduce  
costs in the area of  
indirect spend and  
watch your bottom line

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grow. Managing Indirect Spend provides you with the knowledge and tools necessary to get it done with an overview of: the challenges faced when sourcing indirect spend categories; strategic sourcing process; tools that can help drive savings, and examples based on real world experience.

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