

## PROFIT-FOCUSED SUPPLIER MANAGEMENT

(How To Identify Risks and Recognize Opportunities)

Profit-Focused Supplier Management is the first book written to address suppliers as ongoing business management opportunities. Ostring clearly distills both operational and financial information in language understandable to general business professional, and reveals :

- Why we should analyze current and potential suppliers
- How to choose which suppliers you should analyze
- How to create a corporate analysis
- How to investigate what is behind financial figures
- How to analyze qualitative factors

And much more. The book features valuable tools and templates for performing accurate and practical evaluations-both corporate and financial-of almost any type of vendor or supplier, and offers case examples from companies including Intel, Marconi, and Sanmina-SCI. Profit-Focused Supplier Management gives you the means to uncover valuable information about your suppliers, letting you make better supply chain decisions while limiting risks and improving your company's operational and financial health.

