



PURCHASING EXCELLENCE²

Purchasing Excellence 2 2007-present

Introduction

As presented on May 19th, one of the major results of the first Purchasing Excellence program is the fact that Commodity Strategy Development (CSD) has become widely known in the Dutch purchasing environment and has proven itself as an effective starting point for purchasing professionalization.

'Purchasing Excellence 2' will build on these outcomes by taking CSD as a basis for further improvements and professionalizing. Based on the CSD, the focus of 'Purchasing Excellence 2' will be on the most differentiating processes;

- Strategic Cost Management
- Supplier Relationship Management
- Supplier Integration in Value Delivery processes
- Supplier Integration in Value Creation processes

Results

This program is still in full progress.

Status January 2008:

- Practical approach developed for both Strategic Cost Management and Supplier Relationship Management. For more details on this approach see www.purchasingexcellence.nl (Dutch)
- Workshops are being executed for Strategic Cost Management and Supplier Relationship Management, the results of which are being monitored.
- Practical approach for Supplier Integration in Value Delivery Processes is being developed.

To stay informed about the most recent results or to get more information about participation possibilities see www.purchasingexcellence.com (Dutch) or contact the program office (Koen Jansen; kj@purspective.com)

Approach

Each of the aforementioned processes will be dealt with in detail during the project resulting in cases, lessons learned, best practices and concrete tools and applications for organizations to improve their own processes.

Based on literature and expert interviews a framework is developed. With input from 'best practice' organizations (organizations that have proved themselves on this process) this framework is translated into a practical approach.

In pilot and early adopter workshop the found approach is put in practice during 1-2 day workshop sessions. The results and lessons learned are documented and communicated in the purchasing environment.



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