



# Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing

Joe Payne, William R. Dorn

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## DESCRIPTION

### Unique guidance for cutting costs regardless of economic conditions—without reducing headcounts

Successfully reduce costs in the area of indirect spend and watch your bottom line 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. This how-to guide clearly covers specific sourcing engagements and provides the details needed to source effectively.

- Includes sections covering the process, the tools, real-world examples, guidance through specific sourcing engagements and the information needed to source effectively
- Presents guidance for achieving the object of strategic sourcing: cost reduction
- Shows how effectively managing indirect costs can provide a huge impact on bottom line growth
- Covers all areas of Market Intelligence (MI)

With tools, real world examples, and workable guidance, *Managing Indirect Spend* provides insider guidance for big bottom-line growth through effective management of indirect costs.

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## ABOUT THE AUTHOR

**JOE PAYNE**, Director of Strategic Sourcing, Source One Management Services, is an experienced consultant who has helped many companies reduce costs and manage change. He leads a team of project managers and analysts, developing insights into the challenges organizations face when undertaking initiatives to reduce costs in the area of indirect spend.

**WILLIAM R. DORN, JR.**, Director of Operations, Source One Management Services, is a certified Six Sigma Black Belt with extensive experience in large-scale projects for Fortune 500 companies and the federal government. His expertise includes business analysis; mechanical and manufacturing engineering; business process reengineering; risk analysis; and technology design, acquisition, and implementation.

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