



Straight to the Bottom Line: An Executive's Roadmap to World Class Supply Management

Robert A. Rudzki, Douglas A. Smock, Michael Katzorke, Shelley Stewart Jr.

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Now available! Next Level Supply Management Excellence: Your Straight to the Bottom Line Roadmap. This book is the sequel to Straight to the Bottom Line and both are must reads for supply management professionals.

During the past 20 years, the procurement and supply chain profession has radically evolved. Once a tactical and back-office function, it is now a strategic business opportunity that can be fundamental to the success of any organization. A few leading companies have achieved an enormous competitive advantage and outstanding bottom-line performance by incorporating a procurement and supply chain strategy into their core corporate strategy. Why haven more companies seized this same opportunity? The reason is very simple: a lack of understanding at the senior executive level. Virtually all books on procurement and supply chain have been written for the day-to-day practitioner. Now, there is a book to explain this opportunity to all corporate executives, and also illustrate the leadership role the senior executive needs to play. **Straight to the Bottom Line** will enable senior corporate executives to turn the enormous top-line and bottom-line potential of supply chain and procurement into reality.

Key Features:

- -Provides a clear understanding of the performance improvement opportunities, and what is at stake if these opportunities are overlooked, written by and for senior corporate executives
- -Outlines a powerful and logical approach for assessing the state-of-the-art in their organization
- -Offers ways to estimate the specific opportunities related to implementing a change in procurement strategy and practices
- -Details a comprehensive framework for organizing the transformation plan across multiple dimensions
- -Gives advice on which areas to focus on first, in order to build and ensure success



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