

UNIT CODE: KPS 100

UNIT NAME: PRINCIPLES OF PURCHASING

TOPIC SIX

TOPIC NAME: SOURCING PROCESS

A sourcing or tender process is used to select the best product or service for a certain category of expenditure.

Unfortunately, lots of these processes are not run well, resulting in loss of large saving opportunities, delivery of poor quality products, or less favorable terms.

When selecting suppliers through a tender or sourcing process, the buyer works in collaboration with internal customers or budget holders. Internal customers are buyer's colleagues working in other departments, such as finance or manufacturing. They are the ones who originally raised the need for the purchase and who will be actually transacting with the selected supplier. Internal customer involvement is usually highest (around 70%) at the specification stage and then drops to around 30% in subsequent stages.

1. Specification development

Principles Of Purchasing Lecture Notes

Daniel F McAuley



Principles Of Purchasing Lecture Notes:

Principles Of Purchasing Lecture Notes Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Principles Of Purchasing Lecture Notes**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we will delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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