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2. Seek Joint Advantage with Your Suppliers.
3. Manage Spend.
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The Purchasing Chessboard is inspired by the logic of supply power and demand power. Since the first edition in 2008, it has proven to work in any industry, for any category, anywhere in the world. Intuitive and easy to use, it has become the main procurement strategy tool for most of the world's leading companies.

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patents, or because specifications are
excessively geared to a single supplier,

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companies sometimes find themselves
in a position of complete dependence.
When this happens, the only solution is

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The 64 methods contained in the Purchasing Chessboard® are explained in detail and illustrated by examples (see Fig. 5). For easier navigation, the individual methods are arranged as on a

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competition chessboard, from A1 to H8.

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Within the Purchasing Chessboard framework, we further break down the 4 purchasing strategies into 16 levers and further into 64 methods. All the 64 standalone methods in the Purchasing

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Chessboard present a unique differentiating tactic to work with suppliers to reduce costs and increase value. Each method maps to a specific lever, which maps to a specific strategy. The presentation deck also includes some slide templates for you to use in your own business presentations.

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