

Strategic v Operational

Strategic

- **Supply Base Planning**
- **Supplier Selection**
- **Supplier Development**
- **Supplier Relationship Management**
- **Supplier Positioning (Kraljic)**
- **Supply Base Analysis**
- **Understanding Markets & Marketplaces**
- **Understanding Spend & Exposure**
- **Understanding Total Cost of Purchase (Priceberg)**
- **Open Book Costing**
- **Structured Cost Reduction Programmes**
- **Cost Management Programmes**
- **Benchmarking**
 - Global
 - Local
 - Frequency
- **Make Vs Buy Analysis**
- **Capacity Planning & Management**
- **Business Planning & Management**

Operational

- **Purchase Order Placement**
- **Invoice Query Management**
- **Data Base Maintenance**
- **Expediting Product & Service Supplies**
- **Purchase File Maintenance**
- **Progress Updating**
- **Ad Hoc / Spot Buy Purchasing**
- **Day to Day Supplier Liaison**