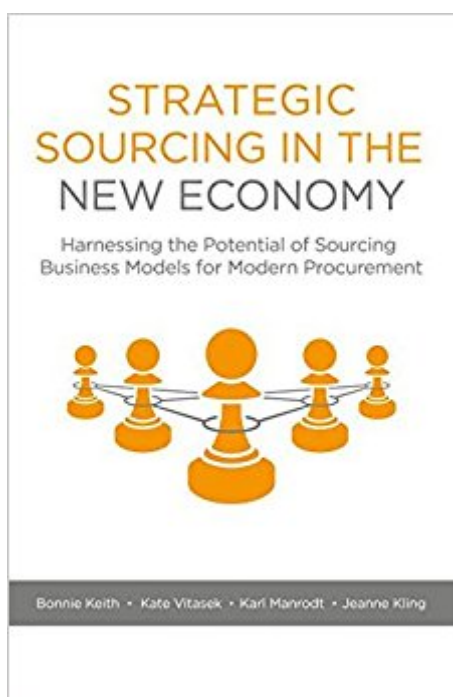


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# Strategic Sourcing In The New Economy: Harnessing The Potential Of Sourcing Business Models For Modern Procurement



## Synopsis

This book provides a comprehensive overview of each of the sourcing business model. Readers will master the art and science of strategic sourcing by being able to chart a unique path that fits their capacity to apply more the full continuum of strategic sourcing concepts and tools.

## Book Information

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## Customer Reviews

In November, Kate Vitasek and a team of co-authors released *Strategic Sourcing in the New Economy: Harnessing the Potential of Sourcing Business Models for Modern Procurement*. Vitasek is best known for her *Vested Outsourcing* series a books, which are responsible for helping professionals in all functions see the potential of outsourcing relationships aimed at accomplishing a new, more value-oriented type of result. While the *Vested* books naturally appeal to a procurement audience, you would hardly say that procurement is the main character. We appear in little more than an occasional walk on role – not central to the plot and not particularly memorable. The contrast between procurement’s role in the *Vested* series and the fact that we now have a book dedicated to our perspective and objectives is striking. While the *Vested Way* is open to all, clearly we seized an opportunity that has now led to a book all our own. The big shocker of the book – you might want to sit down for this – is the belief that the Porter’s Five Forces and Kraljic models are no longer well suited to the goals and objectives of a modern competitive enterprise. Michael and Peter are out. Their strategic models, which were revolutionary in their time, overly emphasize the need to build power relative to one’s business partners. Before you feel too badly about this

change in circumstances, it is fair to point out that the models were introduced in 1979 and 1983 respectively. So, 37 and 33 years ago. They had a pretty good run, but it does seem logical that we should revisit our guiding principles every 3 – 4 decades or so. Enter <sup>^</sup>Sourcing Business Models<sup>™</sup> from Vitasek and team.

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