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**Category
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"This book has quickly established itself as the essential reference book for category management and a practical guide for practitioners. With its thoroughness and

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insight, it is valuable to both the category novice and the experienced manager and should be on every senior procurement executive's bookshelf." (Peter Smith, Spend Matters)

**Category
Management in
Purchasing: A
Strategic Approach
to ...**

Applying category management to

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purchasing activity
benefits organisations
by providing an
approach to reduce the
cost of buying goods
and services, reduce
risk in the supply
chain, increase overall
value from the supply
base and gain access
to more innovation
from suppliers.

**Category
management
(purchasing) -
Wikipedia**

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Category

Category Management is a technique used to understand markets, analyze spending, and make purchasing decisions that save money. It can mean the difference between accepting mediocre goods and services at high cost and effective supply management that delivers real value.

**Category
Management in
Purchasing: A**

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Category

Management In
Strategic Approach

to ... Purchasing A

What is Category
Management?

Category management
can be defined as a
strategic approach to
procurement, where
the organization
segments its spending
on bought-in goods
and services. The
segmentation arranges
goods and services in
discrete groups
depending on the
functions of these

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Management In

goods and services.

Some of the categories

on which organizations

typically spend include:

- Office management •

- Human resources •

- Professional services •

- Security • IT •

- Transport • Travel and

...

What is Category

Management and

How Do You Use It?

‘category management

in purchasing’ has a

quite different scope, it

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Purchasing At
Strategic
Approach To
Maximize
Business

is not written from a retailing perspective. The book deals with issues of spend management, purchasing portfolio management.

(PDF) Jonathan O'Brien , Category Management in Purchasing ...

Category management is a retailing and purchasing concept in which the range of products purchased by

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a business organization or sold by a retailer is broken down into discrete groups of similar or related products; these groups are known as product categories. It is a systematic, disciplined approach to managing a product category as a strategic business unit. The phrase "category management" was coined by Brian F. Harris.[n/a 1]

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Category management - Wikipedia

Category Management
Category management
is an approach the
Federal Government is
applying to buy
smarter and more like
a single enterprise. The
goals of government-
wide category
management are to:
Deliver more savings,
value, and efficiency
for Federal agencies;

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Management In

Category Management | GSA

Effective Category Management

encompasses a multitude of areas including but not limited to: Supplier relationship management. Supplier evaluation and appraisal. Effective communication incorporating soft skills. Market analysis, competitive forces and

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Management In

external factors.

Stakeholder

identification ...

Strategic

Approach To

Management Guide |

CIPS

A category is

essentially any group

of similar items which

the company wishes to

buy under a single

deal. The management

part is about applying

procurement

methodologies to

ensure the firm...

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What Is Category Management?

The Category Management Leadership Council (CMLC) is a council of representatives that come from the agencies who comprise the majority of federal procurement spending. The CMLC's mission is to be the governing body that makes important decisions and sets the direction

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Management In

of the government's
category management
initiative.

Strategic

Approach To

**Category
Management |
Acquisition.GOV**

Category Management
in Purchasing is a

comprehensive guide
to strategic category
management which
provides a step-by-step
guide to its

implementation and
use, and enables
readers to deliver

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Category

Management In

value and cost savings
when sourcing and
purchasing.

Approach To

**Category
Management in
Purchasing - Kogan
Page**

“Category

management in
purchasing is the
process of defining
areas of spend and
effectively “roping off”
goods, services, and
the suppliers who
provide them.

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Management In

**Procurement A
Category
Management for
Business ... To**

Applying Category
Management in
purchasing benefits
organizations by
providing an approach
to reduce the cost of
buying goods and
services, reduce risk in
the supply chain,
increase overall value
from the supply base
and gain access to

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Management In

more innovation from
suppliers.

Purchasing A

Strategic

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Management -

Procurement

Academy

Maximize

Business

Profitability

Procurement can

efficiently manage

spend and continue to

achieve cost savings

through the adoption

of category

management, which is

the process of

categorizing goods and

services and then

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managing these categories as "business units" to achieve improved outcomes in the most effective and efficient way.

**The Guide to
Understanding
Category
Management**

Category management is the best-practice method used in professional procurement organizations to

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manage purchasing of high value goods and services. However, it is a continuous process and it forms the basis for successful strategic sourcing initiatives, but only provided it is well managed and given the right level of attention.

What is category management in procurement? - Elaine Porteous

One way to instantiate

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Purchasing A

collaboration in
sourcing and
purchasing is through
category management,
which encourages

sourcing specialists
and buyers to function
dyadically. Is category
management right for
you? Read on to

explore its benefits,
how to effectively
measure its success,
and understand its
effects on staff career
development.

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Management: The

Key to Collaboration

Strategic

Approach To

Maximize

Business

Profitability

Category management

is the strategic end-to-

end process for buying

goods and services

that aligns business

goals and

requirements with

supply market

capability. It

transforms the long-

term value achieved

from an organisation's

total supplier spend

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Management In

and drives reduced cost, reduced risk, improved service and improved revenue.

Approach To

Category Management | Strategic Sourcing | Procurement

Category Management (CM) is an approach the Federal Government is applying to buy smarter and more like a single enterprise.

Category management

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governing A

Strategic

redundancies, increase

efficiency, and deliver

more value and

savings from the

government's

acquisition programs. [

CM ACQuipedia article]

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