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Dorn, Jr. at Source One have authored a book to give a concise overview of the theory and practice of strategic sourcing principles. Handbook - Managing Indirect Spend - Source One About the Strategic Sourcing Book: "Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing" The idea for this strategic sourcing book was born after senior consulting partners at Source One Management Services were having a discussion about staff and client training and how a large gap exists in the availability... About the Indirect Spend Management Handbook | Strategic ... "The easiest way to ensure that you're paying too much is to put out an RFP that is painful for a supplier to respond to," says Bill Dorn, Vice President of Operations for Source One Management Services and the co-author of Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing. 7 RFP Planning Tips, Part I - NLPAManaging indirect spend. 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Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing From the pioneers of Category Management comes this first-ever Strategic Sourcing Book, covering the challenges faced with indirect spend categories, tools that can help drive savings, and examples based on real-world experience.

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Shows how effectively managing indirect costs can provide a huge impact on bottom line growth; Covers all areas of Market Intelligence (MI) With tools, real world examples, and workable guidance, Managing Indirect Spend provides insider guidance for big bottom-line growth through effective management of indirect costs.

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A review of "Managing Indirect Spend: Enhancing Profitability Through Strategic Sourcing," authored by executive sourcing experts at Source One Management Services, LLC, was published by the Chartered Institute of Purchasing Supply on [www.SupplyManagement.com](http://www.SupplyManagement.com).

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- This book illustrates how we have great expectations when we're young. It tells how we get older, our expectations seldom materialize completely.