

Podcast

The 2016 Holidays: What Shippers Need to Know in the Northeast

The National Retail Federation is forecasting a busy holiday shopping season. My Purchasing Center talks to Randy Swart, COO at A. Duie Pyle, a transportation and logistics provider in the Northeast, about what that means for shippers. Carriers have to contend with congested roadways and inclement weather as they get products to store shelves on time. Swart has helpful tips: "It's all about the relationship," he says.

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Law Firms Look to Procurement Best Practices in Corporate World

Facing increasing competition and cost pressures, law firms are adopting strategies companies have in place to acquire goods and services, and they are paying more attention to risk as they work with more third parties. What does this mean for procurement? Clay Fox, Senior Director, Strategic Sourcing and Business Operations Practice at HBR Consulting, explains all to My Purchasing Center.

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More on Why Procurement Should Align with Strategic Priorities

Nikita Saharia Chaturvedi speaks with Gabe Perez, Vice President of Strategy and Market Development at Coupa Software, and Procurious Boot Camp Coach, on the topic of his training session, "Incubate Your Big Ideas on the Job." With Chaturvedi, he discusses how procurement can help meet strategic priorities and how big ideas make a positive impact. One he dives into involves procurement helping sales with negotiations.

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Procurement's Role in Mergers: Assess Contracts, Select Suppliers

Lloyd Alexander, Vice President of Contract Strategy at Seal Software, discusses procurement's role and growing influence with Nikita Saharia Chaturvedi. Take mergers and acquisitions, for example. Procurement may be called upon to assimilate thousands of supplier contracts. "The key success factor for achieving this is based on procurement knowing exactly what relationships the organization has to maximize terms from a financial standpoint, while minimizing risk," he says.

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Procurious Procurement Career Boot Camp Begins September 19

"Organizations needing to innovate while remaining cost conscious puts procurement front and center of critical business issues," says Lisa Malone, General Manager at Procurious, as she introduces the Procurious Career Boot Camp to My Purchasing Center. The boot camp, which takes place over 15 days beginning September 19, helps procurement professionals work on leadership skills by providing access to "career coaches" through podcasts and blogs. It also connects "campers" for brainstorming.

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Vendor Management Assessments Help Improve Performance

Jeff Augustin, Managing Director at Alsbridge, a global sourcing, benchmarking and transformation advisory firm, describes "the current state" of vendor management and benefits companies can expect from implementing best practices. An assessment, he tells My Purchasing Center, will help identify gaps that can

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