



# Purchase Order Management Best Practices: Process, Technology, and Change Management

*Ehap H. Sabri, Arun Gupta, Michael Beitler*

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In today's competitive business climate, companies with effective procurement strategies are beginning to separate themselves from the competition. Successful purchase order management (POM) is now a critical core competency and organizations in all industries have started investigating tools and techniques to help them succeed. Purchase Order Management Best Practices brings together the field's latest advances and gives business professionals a comprehensive framework for lowering costs, improving efficiency, eliminating non-value added activities, and optimizing the transformation program for the POM process. It offers practical, proven tactics and detailed guidance into every aspect of POM process redesign: mapping the existing process, intelligently leveraging new technologies, building a strategy for strengthening the relationship with suppliers, identifying comprehensive related metrics, and much more, including industry success stories and lessons learned. Although POM process transformation is a hot topic, there is not a single book that focuses on the recipe of success for a POM transformation program. This text fills the gap by providing a breakthrough start-to-finish roadmap for organizations to implement the POM transformation program successfully.

**Key Features**

- Provides a comprehensive framework for lowering costs, improving efficiency, and eliminating non-value activities ideal for any reader interested in learning how to optimize the POM process
- Outlines strategies for senior managers in planning POM transformation programs, and provides middle managers the tools to effectively manage and implement best practices
- Offers practical, proven tactics and detailed guidance into every aspect of POM process redesign: mapping existing processes, intelligently leveraging new technologies, strengthening supplier relationships, and identifying comprehensive related metrics
- Presents innovative strategies for selecting the right replenishment program and software provider, rolling out the solution to all suppliers, providing ongoing support for the solution, and establishing a consistent process for metrics tracking

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