

Marketing Procurement Best Practices



Identify Your Core
Target Market



Establish Key
Performance Indicators
(KPIs) and Metrics



Find the Right
Partners



Create a Solid and
Detailed Proposal



Build Solid Supplier
Relationships

Procurement Marketing

TD Snyder



Procurement Marketing:

Procurement Marketing Udo Koppelman,2013-03-09 This book compiles the core aspects of procurement marketing in a way which allows an easier translation of relevant theoretical findings into every day business A decision orientated approach is presented which starts with a situation analysis and leads you through a heuristic structure to the right combination of procurement tools We are convinced that the present book will prove to be a valuable tool for your every day business

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