



Supplier Relationship Management: Unlocking the Hidden Value in Your Supply Base

Jonathan O'Brien

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Supplier Relationship Management (SRM) is a strategic and structured approach to identify, and maximise value from, key and strategic suppliers. This book is a practical guide for anyone wanting to understand and implement the right approaches to get the most from the supply base. It is not about creating complex systems that require an army to support them but about developing clarity of focus so you are able to direct what resources you have at the suppliers who can make the biggest difference to your organization now and in the future.

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