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By Jonathan Obrien 3 Jul 2012  
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"This book has quickly established itself as the essential reference book for category management and a practical guide for practitioners. With its thoroughness and insight, it is valuable

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to both the category novice and the experienced manager and should be on every senior procurement executive's bookshelf." (Peter Smith, Spend Matters)

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Applying category management to

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purchasing activity benefits  
organisations by providing an approach  
to reduce the cost of buying goods and  
services, reduce risk in the supply chain,  
increase overall value from the supply  
base and gain access to more innovation  
from suppliers.

## **Category management (purchasing)**



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## - **Wikipedia**

Category Management is a technique used to understand markets, analyze spending, and make purchasing decisions that save money. It can mean the difference between accepting mediocre goods and services at high cost and effective supply management that delivers real value.

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What is Category Management?

Category management can be defined as a strategic approach to procurement, where the organization segments its spending on bought-in goods and

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services. The segmentation arranges goods and services in discrete groups depending on the functions of these goods and services. Some of the categories on which organizations typically spend include:

- Office management
- Human resources
- Professional services
- Security
- IT
- Transport
- Travel and ...

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## **What is Category Management and How Do You Use It?**

'category management in purchasing' has a quite different scope, it is not written from a retailing perspective. The book deals with. issues of spend management, purchasing portfolio management.

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**(PDF) Jonathan O'Brien, Category Management in Purchasing ...**

Category management is a retailing and purchasing concept in which the range of products purchased by a business organization or sold by a retailer is broken down into discrete groups of similar or related products; these groups

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are known as product categories. It is a systematic, disciplined approach to managing a product category as a strategic business unit. The phrase "category management" was coined by Brian F. Harris.[n/a 1]

## **Category management - Wikipedia**

Category Management Category

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management is an approach the Federal Government is applying to buy smarter and more like a single enterprise. The goals of government-wide category management are to: Deliver more savings, value, and efficiency for Federal agencies;

## **Category Management | GSA**

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Effective Category Management encompasses a multitude of areas including but not limited to: Supplier relationship management. Supplier evaluation and appraisal. Effective communication incorporating soft skills. Market analysis, competitive forces and external factors. Stakeholder identification ...



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## **Category Management Guide | CIPS**

A category is essentially any group of similar items which the company wishes to buy under a single deal. The management part is about applying procurement methodologies to ensure the firm...

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## **What Is Category Management?**

The Category Management Leadership Council (CMLC) is a council of representatives that come from the agencies who comprise the majority of federal procurement spending. The CMLC's mission is to be the governing body that makes important decisions and sets the direction of the

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government's category management initiative.

## **Category Management | Acquisition.GOV**

Category Management in Purchasing is a comprehensive guide to strategic category management which provides a step-by-step guide to its implementation

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and use, and enables readers to deliver  
value and cost savings when sourcing  
and purchasing.

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## Hardcover **Category Management in Purchasing - Kogan Page**

“Category management in purchasing is  
the process of defining areas of spend  
and effectively “roping off” goods,

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services, and the suppliers who provide  
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**Procurement Category Management  
for Business ...**

Applying Category Management in  
purchasing benefits organizations by  
providing an approach to reduce the  
cost of buying goods and services,

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reduce risk in the supply chain, increase overall value from the supply base and gain access to more innovation from suppliers.

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## **Category Management - Procurement Academy**

Procurement can efficiently manage spend and continue to achieve cost

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savings through the adoption of category management, which is the process of categorizing goods and services and then managing these categories as "business units" to achieve improved outcomes in the most effective and efficient way.

## **The Guide to Understanding**

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## **Category Management**

Category management is the best-practice method used in professional procurement organizations to manage purchasing of high value goods and services. However, it is a continuous process and it forms the basis for successful strategic sourcing initiatives, but only provided it is well managed and



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given the right level of attention.

### **What is category management in procurement? - Elaine Porteous**

One way to instantiate collaboration in sourcing and purchasing is through category management, which encourages sourcing specialists and buyers to function dyadically. Is

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category management right for you? Read on to explore its benefits, how to effectively measure its success, and understand its effects on staff career development.

## **Category Management: The Key to Collaboration ...**

Category management is the strategic

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end-to-end process for buying goods and services that aligns business goals and requirements with supply market capability. It transforms the long-term value achieved from an organisation's total supplier spend and drives reduced cost, reduced risk, improved service and improved revenue.

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Category Management (CM) is an approach the Federal Government is applying to buy smarter and more like a single enterprise. Category management enables the government to eliminate redundancies, increase efficiency, and deliver more value and savings from the

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