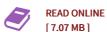




The Pod Model: The Mutually-Beneficial Model for Buyers and Suppliers Which Enables an Increase in Profit Through Commercial Collaboration (Paperback)

By Mike Robertson

Cambridge Media Group, United Kingdom, 2016. Paperback. Condition: New. Language: English. Brand New Book ****** Print on Demand ******. This book answers some of the most challenging questions facing organisations in today s competitive marketplace such as how to create a collaborative contract in a scalable and cost effective manner, how to maximise pre-contract savings, reduce contract spend, reduce business risks and costs, increase revenue without increasing the number of assets sold and increase profits without selling for a higher price This book will challenge the way organisations currently engage when buying and selling, to offer a solution that could result in increased pre-contract savings for the buyer and higher sales booking figures for suppliers, increased post-contract savings for the buyer and increased post-contract supplier profits. Benefits also include reduced pre-contract costs for buyer and supplier and reduced post-contract risks and costs for buyer and supplier.



Reviews

An exceptional pdf as well as the font employed was intriguing to read through. This is certainly for all who statte there was not a worthy of reading through. I am just delighted to inform you that here is the very best publication i actually have go through inside my very own existence and might be he finest pdf for actually.

-- Saige Lang

This book is great. it absolutely was writtern quite properly and beneficial. Its been written in an extremely basic way and it is merely after i finished reading through this ebook in which basically changed me, affect the way i really believe.

-- Leopold Schmidt