



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.



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