



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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I actually started looking over this publication. It really is rally interesting throgh studying period. Once you begin to read the book, it is extremely difficult to leave it before concluding.

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Good electronic book and valuable one. It really is basic but unexpected situations in the 50 percent in the pdf. You wont really feel monotony at at any moment of your time (that's what catalogues are for concerning when you ask me).

-- Elisa Reinger