

# CHAPTER 5

## Purchasing & Supply Management Organization

Typical Centralized Functional Organization Structure

CEO:

CEO/VP of Finance, CIO/VP of Technology, COO/VP of Operations, VP of Product, VP of Sales, VP of HR, General Counsel

Factors affecting P/SM organizational Design

1. Responding to the external environmental changes
2. The need to meet corporate goals and objectives
3. The firm's perception of the value of Purchasing/Supply Management (P/SM) as a value contributor to the organization's mission

### Trends Driving P/SM Structure

- Cost containment
- Risk management
- Globalization & technology
- Collaboration
- Customer intimacy
- Increased P/SM Responsibilities
- Increased P/SM skills
- Mobile devices

### P/SM Strategies & Objectives

- Support organization strategies
- Manage cost/price
- Supplier relationships
- Supplier integration
- Supplier innovation
- Manage global supply base

### Organizational Design

- Centralized
- Decentralized

### Organizational Enablers

- Business unit leaders
- Global buying groups
- Strategic sourcing groups

# Policy Procedures Manual Chapter 5 Purchasing

**United States. Congress. House.  
Committee on Government Reform  
and Oversight. Subcommittee on the  
District of Columbia**

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