



PURCHASING AND SUPPLY MANAGEMENT WEBLINKS

Chapter 1 Introduction

There are many sources of information about purchasing on the Web, and if you do a simple search for 'purchasing' you get about a billion matches. As usual, these are a mixture of respectable sources of reliable information, advertisements, personal views, irrelevant sites, and rubbish.

Many journals and magazines cover aspects of purchasing. Some of these are specific, such as the Journal of Purchasing and Supply Management, International Journal of Purchasing and Material Management, and the online magazine purchasing.com. Others cover broader logistics, such as International Journal of Logistics Management, Journal of Supply Chain Management, and Focus on Logistics and Transport. Other journals, perhaps describing operations management or marketing, have some articles that cover specific aspects of purchasing.

The following websites give useful starting points for further searches (but we give no guarantee about quality or content).

Purchasing organisations

www.cips.org – Chartered Institute of Purchasing and Supply

www.nationalpurchasinginstitute.org – National Purchasing Institute

www.npiconnection.org – National Purchasing Institute

www.ipsa – Institute for Supply Management

www.ipscmi.org – European Institute of Purchasing Management

www.ism.ws – Institute of Supply Management

Logistics organisations

www.cscmp.org – Council of Supply Chain Management Professionals (formerly The Council of Logistics Management)

www.ciltuk.org.uk – Chartered Institute of Logistics and Transport

www.elalog.org – European Logistics Association

Other organisations

www.apics.org – Association of Operations Management

www.euroma-online.org – European Operations Management Association

www.informs.org – Institute for Operations Research and Management Science

www.poms.org – Production and Operations Management Society

Journals

www.elsevier.com – Journal of Purchasing and Supply Management

www.interscience.wiley.com – Journal of Supply Chain Management

www.purchasing.com – Purchasing



Chapter 2 Purchasing Activities

www.en.wikipedia.org/wiki/purchasing – Wikipedia article

www.caps.org – .R. Handfield (2006) Best Practices in the Procure to Pay Cycle, Practix, Center for Advanced Purchasing Management.

www.purchasing.com – Hofman, D. (2006) Getting to world-class supply chain measurement, Purchasing, October 1

Examples of purchasing procedures

www.osakagas.co.jp – Osaka Gas

www.uabf.asu.edu/buying_procedure_guide – Arizona State University

www.mrsc.org – Municipal Research and Services Center of Washington

www.mitsubishielectric.com/company/procurement/getpage.jsp? – Mitsubishi Electrical



Chapter 3 Purchasing Strategy

Examples

www.medpac.gov – Medpac

www.buyingsupport.co.uk/files/BestPracticePurchasing.pdf

www.logistics.about.com – best practices

www.qgm.qld.gov.au/04 – Queensland Government

www.labspace.open.ac.uk/mod/resources – Open University Resources



Chapter 4 Purchasing Organisation

www.ism.org – The Institute for Supply Management provides information on training seminars and online learning.

[www.toolbox.com/wiki/index.php/Purchase Organization](http://www.toolbox.com/wiki/index.php/Purchase_Organization) – options

www.griponpurchasing.com/publications – external determinants

www.springerlink.com/index/N608527577W05P76.pdf – organising purchasing

www.impgroup.org/uploads/papers/4683.pdf – organising purchasing

Example

[www.tallent.thyssenkrupp.com/purchase purchasing organisation.htm](http://www.tallent.thyssenkrupp.com/purchase_purchasing_organisation.htm) – Thyssen Krupp



Chapter 5 Purchasing Integration

www.zdnetasia.com/blog/bcp/0,39056819,61963177,00.htm – N. Forbes (2006)

Tuning Out Supply Chain Risk, October 28,

www.linkinghub.elsevier.com/pii/S0272696301000559 – impact of purchasing integration

www.iaccm.com/americas – International Association of Commercial and Contract Managers (IACCM) Americas Conference

www.transportlogistics.com/integrated_supply_chain.htm – building an integrated supply chain

www.essaya.se/about/purchasing+integration/ – thesis



Chapter 6 Purchasing Policies

Examples

www.cmu.edu/policies/documents/Purchasing.html – Carnegie Mellon

www.wellesley.edu/Purchasing/site/Purchasing-Policy.html – Wellesley College

www.perth.wa.gov.au/policy/9.7.pdf – City of Perth, Western Australia

www.kodak.com/eknec/PageQuerier.jhtml?pq-path=8945&pq-locale=en_US – Kodak

www.mbda.gov – minority interests

www.diversitybusiness.com/Resources/DivLists/2007 – diversity

www.environmentalleader.com – Seegers L., Handfield R. and Melynk S. (2007)

Green movement turns mainstream for corporate America, Environmental Leader,



Chapter 7 Choosing a supplier

www.businesslink.gov.uk/bdotg/action/detail?type=RESOURCES&itemId=10737910

[27](#) – Business Link

fac.dhs.vic.gov.au/home.aspx?TabID=content&type=4&contentID=4357 –

Government of Victoria

www.fmglobal.com/assets/pdf/P07239.pdf – Basic issues

Some websites with supplier information:

www.biz.yahoo.com – Yahoo! Financial section

www.morningstar.net – Morningstar

www.marketwatch.com –)• Marketwatch

www.411stocks.com – 411Stocks

www.thestreet.com –The Street

www.thomasnet.com – Thomas Register of American Manufacturers

www.ictknowledgebase.org.uk/choosingsupplier – ICT Knowledge Base



Chapter 8 Global Sourcing

International information

www.wto.org – May 2009; IMF (2009) World economic outlook, International Monetary Fund, Washington.

www.un.org –United Nations

www.worldbank.org – World Bank

www.imf.org – International Monetary Fund

www.europa.eu – European Union

www.i-b-.net/incoterms.html – standard terms of trade.

www.globalsources.com – Global Sources



Chapter 9 Supplier Management and Development

www.unido.org/fileadmin/import/9607_GuidetoSupplierDevelopment.pdf – guide to supplier development

www.isonet.com/continuous_improvement/supplier_development.html – Public sector procurement

www.indarticles.com/p/articles/mi_m1038/is_n4_v39/ai_18485576/ – report

www.time.com – Greenwald J. (1992) What went wrong? Everything at once, Time, November 9

<http://www.aberdeen.com> – Minahan, T., and Vigoroso, M. (2002), “Good Practice Example The Supplier Performance Measurement Benchmarking Report.



Chapter 10 Cost Management

Structured methods

www.pmac.ca/PDF/Future%20purchasing%20briefing%20note%201.pdf

www.emeraldinsight.com/Insight/viewContentItem.do?contentType=Review&contentId=1200101

www.accessmylibrary.com/article-1G1-18073962/structured-method-applying-purchasing.html

www.linkinghub.elsevier.com/retrieve/pii/S1478409204000226

Pricing trends

www.worldbank.org/prospects – World Bank Prospects (2009) Commodity price data (Pink sheets), World Bank, Washington, DC.

www.census.gov/prod/www/abs/industry.html – US Department of Commerce (2009) Annual Survey of Manufacturers, US Department of Commerce, Washington, DC

www.ism.ws – key data on pricing trends

www.paperloop.com – Pulp and Paper

www.textileworld.com –Textile World

www.bls.gov – U.S. Bureau of Labor Statistics.



Chapter 11 Quality Management

www.asq.org – American Society for Quality

www.quality.nist.gov – US National Institute of Standards and Technology

www.iso.org – ISO (2009) Quality management, International Standards

Organisation, Geneva and at

www.iso.org/iso/iso_catalogue/management_standards/iso_9000_iso_14000/qmp.htm

– International Standards Organisation

en.wikipedia.org/wiki/Total_quality_management – Wikipedia article

www.pyzdek.com/six-sigma-revolution.htm –Pyzdek, T. (2000), The Six Sigma Revolution.

www.managementhelp.org/quality/tqm/tqm.htm – guidance with TQM

www.businessballs.com/qualitymanagement.htm – guidance for TQM

www.emeraldinsight.com/10.1108/17410390510579909 – purchasing performance

www.linkinghub.elsevier.com/retrieve/pii/S0969701297000270 – The impact of TQM on purchasing



Chapter 12 Negotiation

www.en.wikipedia.org/wiki/Negotiation – Wikipedia article

www.mindtools.com/CommSkll/NegotiationSkills.htm – win-win negotiations

www.beyondintractability.org/essay/negotiation/ – constructive approaches

www.bizhelp24.com/you-and-work/negotiation-skills.html – negotiation skills

www.au.af.mil/au/awc/awcgate/army/usace/negotiation.htm – negotiation skills

www.ioma.com Mazel J. (2000) Five negotiation experts reveal their secrets to supplier management, Institute of Management and Administration, Newark, NJ;.)

www.ioma.com. –J. Mazel (2000) 5 Negotiation Experts Reveal Their Secrets to Supplier Management, Supplier Selection and Management Report, March 1.

www.qgm.qld.gov.au/00_downloads/bpg_negoti.pdf – better purchasing guide

www.iaccm.com/contracting_excellence.php?id=67 – Cummins, T. (2007), Contracting Excellence, November.



Chapter 13 Contract management

<http://www.ncmahq.org> – National Contract Management Association

<http://www.ncmahq.org/publications/cmmcurrentissue.cfm> – NCMA Newsletter

http://www.ogc.gov.uk/documents/Contract_Management.pdf – Contract Management Guidelines

http://www.ogc.gov.uk/Introduction_to_Procurement_contract_management.asp – Contract Management Guidelines

<http://www.dcma.mil> – U.S. Defence industry

<http://www.contractmanagementrfp.com> – industry standard tool

<http://www.selectica.com> – standard software

<http://www.icmba.com> – International Contract Management Benchmarking Association

www.capsresearch.org – Ellram L. and Tate W. (2004) Managing and controlling the services supply chain at Intuit,' Practix, CAPS Research, August;.

Online mediation

www.onlineresolution.com – Online Mediation

www.mediationnow.com – .Mediation Now



Chapter 14 Purchasing Law and Ethics

www.ec.europa.eu – European Union contract law

www.un.org – United Nations

ISM (2008) Principles and standards of ethical supply management conduct, Institute for Supply Management, Tempe, AZ and www.ism.ws.

ISM (200) Principles of social responsibility, Institute for Supply Management, Tempe, AZ and www.ism.ws.

CDP (2009) Responding Companies 2008, Carbon Disclosure Project, London and at www.cdproject.net.

www.purchasinga2z.com/laws.html – Purchasing Law Journal

www.ism.ws – ISM (2008) Principles and standards of ethical supply management conduct, Institute for Supply Management, Tempe, AZ

www.amazon.com/Purchasing-Managers-Desk-Book-Deskbook/dp/0136714625 – useful book

www.madison-co.com/county_departments/purchasing/purchasing_law.php – U.S. contract law

www.wiki.answers.com/Q/What_is_the_importance_of_purchasing_ethics – Wikipedia article

www.nextlevelpurchasing.com/articles/purchasing-ethics.html – sensitive situations

www.ism.ws/tools/guides/guide28.cfm – ethics in purchasing

www.scm.ncsu.edu.– Handfield R. B. (2005) Legal and regulatory requirements in the emergent global supply chain, white paper, Supply Chain Resource Cooperative, North Carolina State University, Chapel Hill, NC

Examples

www.uwo.ca/finance/purchase/ethics.html –The University of Western Ontario

www.bakersfieldcity.us/administration/financialservices/purchasing/pur_code_ethics.html – Bakersfield City



Chapter 15 Managing Supply Chain Inventory

www.en.wikipedia.org/wiki/Inventory – Wikipedia article

www.sba.gov/idc/groups/public/documents/sba_homepage/pub_mp22.pdf –
comments

www.download.microsoft.com/download/6/D/1/6D1D1250-D92B-4B8F-9AA3-596422D3F614/Inventory_FactSheet.pdf – comments

www.inventorymanagementreview.org/ – Inventory Management Review

www.inventoryops.com/ – review

www.effectiveinventory.com/ – Effective Inventory Management

www.inventorymanagement.com/ – software

www.invatol.com/ _ software provider

home.ubalt.edu/ntsbarsh/Business-Stat/otherapplets/Inventory.htm – calculations

WWW.SAP.com – software provider



Chapter 16 Purchasing Services

www.cscmp.org – CSCMP (2008) About CSCMP, The Council of Supply Chain Management Professionals, Lombard, IL.

www.accenture.com – Accenture

www.cips.org/professionalresources/purchasingsupplymanagementmodel/proactivedemandmanagement/indirectspend/default.aspx – The Chartered Institute of Purchasing & Supply

www.purchasing.com/channel/MRO_Indirect_Spend.php – MRO and Indirect Spend | Purchasing

www.ism.ws/tools/guides/guide27.cfm – resource guide

Examples

www.cutter.com/sourcing/fulltext/reports/2004/02/index.html – example of transforming indirect spending

www.coretrustpg.com/ – Definitive Group



Chapter 17 Information Systems

www.bitpipe.com/tlist/eProcurement.html – e-Procurement White Papers

www.purchasing.com – Purchasing magazine

www.epic.org.nz/ – electronic publications

www.surveymshare.com/templates/electronicpurchasingsoftwareevaluation.html – software evaluation

www.theepgd.com/ – electronics purchasing guide to distribution.

www.springerlink.com/index/x158768235267736.pdf – design technologies

www.forrestergroup.com – Cole S. J., Woodring S. D., Chun H. and Gatoff J. (1999) Dynamic trading networks, The Forrester Report, Cambridge, MA.

www.purchasing.com –Teague P. E. (2007) PLM gets buyers under the hood, Purchasing, March 1.

www.grainger.com – MRO

Examples

<http://www.paperexchange.com.pk> – Specialized vertical portal
newview.com –formerly steel vertical portal

www.combine.net – CombineNet

www.emptoris.com – Emptoris

www.iasta.com –Iasta



Chapter 18 Performance Measurement

www.logistics.about.com/od/strategicsupplychain/a/measure_purchasing.htm –

Measuring Purchasing Performance

www.researchandmarkets.com/reports/302002 –Market Research Reports

www.knowledge.wpcarey.asu.edu/article.cfm?articleid=1696 –Using Metrics to Enhance Purchasing

[www.audit-](http://www.audit-scotland.gov.uk/docs/health/2001/nr_011019_nhs_supplies_procurement.pdf)

scotland.gov.uk/docs/health/2001/nr_011019_nhs_supplies_procurement.pdf – measurement framework

www.dot.gov/ost/m60/scorecard/ppms.htm – Performance management system

www.blog.hudgeon.com/2006/12/08/measuring-the-performance-of-a-procurement-department/ – discussion

www.capsresearch.org/publications/pdfs-public/carterp2005es.pdf – measures