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International University Schloß Reichartshausen

Cases in Purchasing and Supply Management: Category Sourcing

Reading Paper

Supported by



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Cases in Purchasing and Supply Management: Category Sourcing

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Supply Management Institute SMI™
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Supply Management Institute SMI™ is the leading research institute focusing specifically on the fields of purchasing, logistics and supply chain management. Connected to the Chair of Purchasing, Logistics and Supply Chain Management at **ebs European Business School**, Wiesbaden, Germany, the institute also teaches on-campus students, arranges executive education and builds and maintains a worldwide network of academic and industry representatives.

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Foreword

The Supply Management Institute SMI™ of the European Business School developed together with Ariba this reading paper containing five case studies which discuss the sourcing process for different categories. The case studies were written for readers with basic purchasing knowledge to illustrate the complexity that purchasing managers are confronted with when sourcing a particular commodity.

We especially would like to thank the following students for their support in developing these case studies: Patrick Rudolph, Oliver Meinicke, Luisa Müller, Mathias Specht and Adrian Renner.

In addition, we would like to thank the involved Ariba category managers for the time and expertise they dedicated to this reading paper.

We hope that the case studies will provide you with some interesting insights and that you enjoy your reading.