

Mastering Strategic Sourcing: Balancing Cost, Quality, and Risk

LUNCH AND LEARN

Thursday, Feb 6, 2025 | 12pm ET



G'Sean Williams

Thank you for attending!

About our Related Course Series

scl.gatech.edu/gaiascp



Supply Chain and
Logistics Institute

What is Strategic Sourcing?



INDUSTRY INSIGHT



Bank of America



McKinsey & Company



TEXTRON



Imperial



Typical Stakeholder Request



Low Cost + High Quality = Risk Considerations

High Quality + Low Risk = Cost Considerations

Low Cost + Low Risk = Quality Considerations

The Evolving World of Strategic Sourcing



**Perfect Solution
vs.
Alternative Roadmaps?**

Cost Efficiency Leadership in Strategic Sourcing

Spend Alignment

- Spend Reviews & Savings Impact
- Pricing Pressure
- Source Selection Strategy

Global Economy Impact

- Trade Wars
- Pandemic/Labor Laws
- Currency Fluctuations

Logistics Mapping

- Centralization/Consolidation
- Route Optimization
- Resource Utilization



Quality Standards Leadership in Strategic Sourcing



Scope Alignment

- Process Ownership (SOPs)
- Implementation Planning
- Scope/Specification Change Control

Performance Impact

- CPI and KPI Compliance & Accountability
- Internal Compliance & Roadblocks
- Quarterly Business Reviews

Source Mapping

- Source Proximity/Deployment
- Leadtime Forecasting
- Supplier Switching Speed

Risk Management Leadership in Strategic Sourcing

Process Alignment

- Awareness & Stop Gap Measures
- Escalation Path
- Material Breach & Recourse

Regional Trade Impact

- Weather/Infrastructure
- Pandemic/Labor Laws
- Political Unrest/Conflict

Business Continuity Mapping

- Alternative Region Sources
- Alternative Production Logistics
- Consortiums/Allocations



So.....You Got All That!



Mastering Strategic Sourcing Starts with Mastering Facilitation



Mastering Strategic Sourcing Starts with Mastering Facilitation but.....

Mastering Facilitation Requires Mastering “Commercial Influence”

In a business setting, "commercial" means relating to or involved in commerce, essentially referring to activities undertaken with the primary goal of making a profit by selling goods or services to the public; it signifies a business focus on generating revenue through market transactions, as opposed to non-commercial activities like charity work or purely artistic endeavors.

Channeling Influence

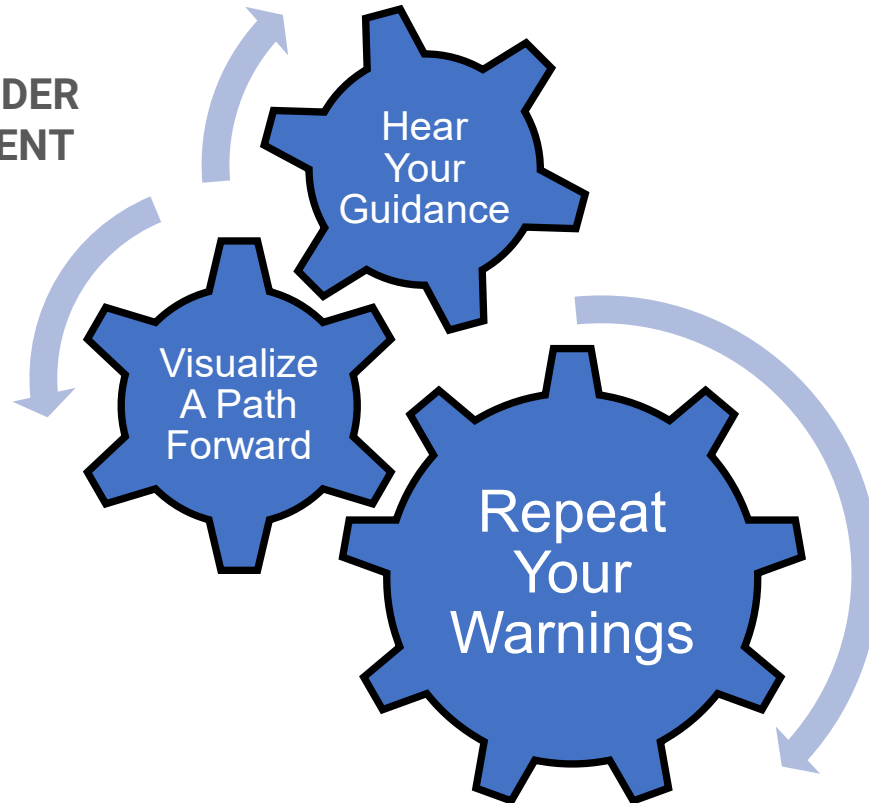
Three Wise Monkeys on Bench - Bronze Statue

Size: 45"L x 19"W x 30"H

\$4,564.59 or 24 Easy payments of \$191/mo.

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STAKEHOLDER
ENGAGEMENT



Questions?



Supply Chain and
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Upcoming Procurement & Supply Management Leadership Courses

[Category Management and Sourcing Leadership](#)

Feb 24 – Feb 27, 2025 | Virtual (Instructor-led)

[Contracting and Legal Oversight](#)

Feb 27 – March 5, 2025 | Virtual (Instructor-led)

[Essentials of Negotiations and Stakeholder Influence](#)

March 6 – March 12, 2025 | Virtual (Instructor-led)

[Category Management and Sourcing Leadership](#)

Sept 23 – Sept 23, 2025 | Virtual (Instructor-led) / GT Savannah

[Contracting and Legal Oversight](#)

Sept 23 – Sept 24, 2025 | Virtual (Instructor-led) / GT Savannah

[Essentials of Negotiations and Stakeholder Influence](#)

Sept 25 – Sept 26, 2025 | Virtual (Instructor-led) / GT Savannah

Upcoming SCL Lunch and Learn Opportunities

Building Resilience: Strategies for Effective Supply Chain Risk Management

w/ Chris Gaffney

Thursday, March 6th | 12-1pm ET | Zoom Registration Link



scl.gatech.edu/mar25-lnl



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