



Phillips Consulting
Specialist Procurement Consultants

PRESS RELEASE

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FOR IMMEDIATE RELEASE

Achieving Best Value Critical to Business Success, Mike Phillips tells IOD

Achieving best value in procurement is critical to maintaining competitiveness for many businesses.

"This is particularly important in manufacturing, where procurement costs can often exceed 50% of sales turnover." says Mike Phillips, senior partner of Phillips Consulting, management consultants specialising in procurement negotiations.

It is important not to be so focussed on sales that procurement becomes a backwater where, once supply lines are set up, purchase prices simply roll on year to year.

For the full text of this article, please visit the Institute of Directors website at: www.iod.com

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