



How should sourcing decisions be made? Shop price alone or rationalize total lowest cost? While the answer is evident, the means to execute is not. It's the difference between taking a weight-loss pill or starting a focused exercise program and balanced diet. Pills promise quick rewards with minimal effort, but do nothing to improve overall health or behaviors that got you there in the first place. Diet and exercise, however, is tough hard work, yet the long-term benefits and sustainability are well worth the effort.

EUREKA! Best practice firms focus on total lowest cost instead of price alone for sustained bottom-line impacts.

Best practice firms:

- **Use cross-functional metrics tied to total cost performance**
- **Integrate accounting and finance as key members of the overall supply chain strategy**
- **Create supply chain cost visibility for their trading partners.**
- **Know how to measure and monitor total cost to create supply chain value**



Focus on lowest total cost.

**Call Steve Trecha to
learn how (517) 381-4800 x219.**

Tough economic times demand measurable, lowest-total-cost ways of doing business and creating value.

What you must decide is how valuable do you want your sourcing to be, rather than how valuable it is today. There are no short cuts or miracle pills for strengthening your supply chain through strategic sourcing. It's time to think beyond price and focus on achieving lowest-total cost supply chain muscle and value, for value equals success and,

Success is the Only Option!