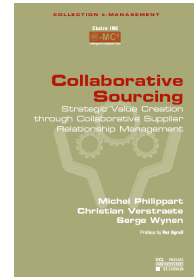


PRESS RELEASE

“Collaborative Sourcing”

Strategic Value Creation through Collaborative Supplier Relationship Management



(Louvain-la-Neuve, Belgium - December 2005) - The IAG – Louvain School of Management is pleased to announce the publication of a book on **Collaborative Sourcing** co-authored by industry specialists Michel Philippart (GSK Biologicals), Christian Verstraete (HP), and Serge Wynen (Management Consultant).

The 230-page book, the result of a two-year collaborative writing effort of the authors, is edited and supported by the ING Chair in e-Management at Université catholique de Louvain (UCL).

Written in English, it helps managers understand and explain the strategic role of Procurement, and how world-class Procurement organizations are changing to support collaborative sourcing practices internally and with their key suppliers.

According to Per Agrell, a leading Professor in Operations Management at UCL, “This book confirms the growing recognition by academic researchers and the industry of the value of collaborative management in creating and sustaining competitive supply chains.”

The three authors developed an original “Collaborative Sourcing Framework” with the objective to guide organizations and the Procurement function in managing a portfolio of supplier relationships. The authors describe where procurement becomes strategic and analyze the main components, drivers and benefits of collaborative sourcing strategies. They further explain the key business processes and infrastructure enabling collaborative sourcing initiatives. Last but not least, they look at the role of change agents and the evolution of the Procurement organization, competences and skills. Dozens of case studies across different industries are used to illustrate key trends and best practices.

“**Collaborative Sourcing**”, published by UCL’s Presses Universitaires de Louvain in December 2005, can be ordered at <http://www.i6doc.com/doc/collaborativesourcing> (20€)

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