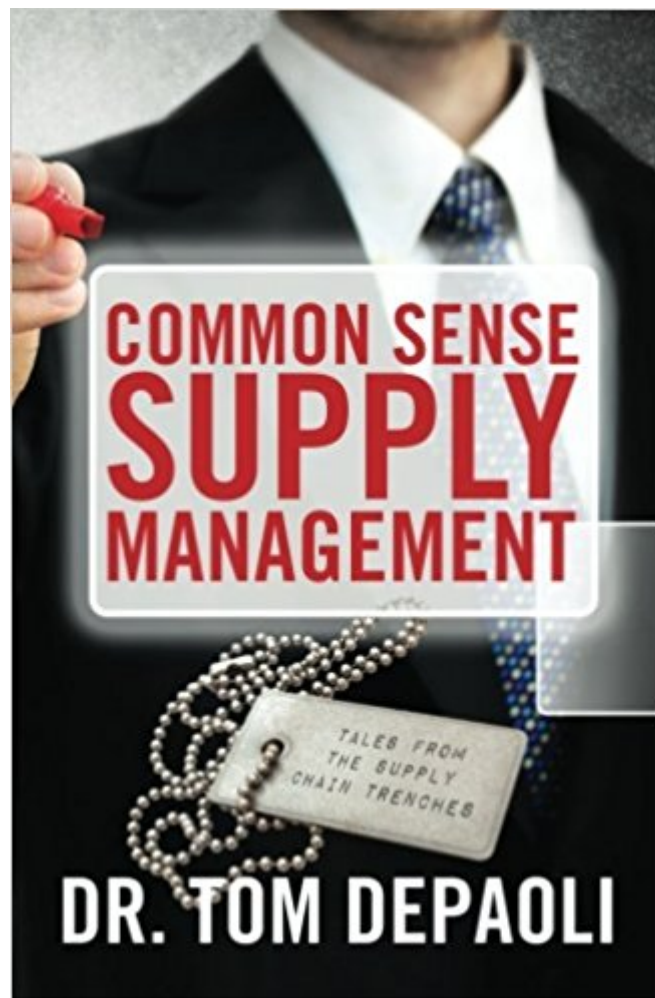


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# Common Sense Supply Management: Tales From The Supply Chain Trenches



## Synopsis

Common Sense Supply Management is a no-holds-barred practical guide to supply management and process improvement. If you dislike consultants, buzzwords and theory, then this non-traditional book is meant for you. Straight forward and to the point, the book will be difficult to put down until you have finished the supply management adventure. Dr. Tom DePaoli, a veteran supply management pro, learned his lessons the hard way and wants to share his valuable insights with all business professionals. Visit [www.commonensesupplymanagement.com](http://www.commonensesupplymanagement.com)

## Book Information

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## Customer Reviews

Tom's new book breaks down a rather complex process into simple pieces. The definitions section alone is worth the cost of the book. I wish I had this kind of reference when I was starting out. Still, it's a nice handbook for senior consultants, as well as a really good primer for junior consultants. Looking back on Dr. Tom's time spent 'in the trenches', I particularly appreciated his desire to meet a goal and then go one step further for the sake of achieving optimal performance. In one of his engagements, he was working with an integrated paper company to transform their purchasing group into a supply management operation. Using Six-sigma methodologies, they reduced workload and errors before completing a successful supplier rationalization effort. Coming from a young professional with graduate degree focus in Supply Chain, I enjoyed Dr. Tom DePaoli's writing. I found several points to be anecdotal to my real-world experiences. This made me realize the validity and value of the contents of this book and showed me how I might have better handled my situations. What was not yet applicable to my career opened my eyes and left me feeling better prepared for what the inevitable. This is a value-add read for the Supply Chain professional. Dr.

Tom's deep experience and long career in the supply management space make this a book best related to by practitioners with some experience in the field rather than a primer for those new to the game. As to which trenches you currently find yourself in: supply chain, procurement, and purchasing professionals in any industry will benefit from Dr. Tom's experiences and honest retelling of both successes and lessons learned.

Here is a good example of a supplier expectation: We seek suppliers that can help us continuously improve. In order to encourage this behavior, we are willing to split hard improvement savings with you 50-50 for the first year of these savings. We need your help in educating end-users, designing manuals, working with cross-functional teams, and introducing new products. We want to take advantage of your technical expertise. We value suppliers with good technical services and those who can keep us informed of leading edge technologies that we can employ.

Excellent condition. Great advice and helpful hints

Two years ago, we posted our review of 'Common Sense Purchasing' by Dr. Tom DePaoli. In September 2012 he published a new book that reflects a broader perspective on his experience and our profession. By taking a step up - or back - however you chose to see the difference between purchasing and supply management, Dr. Tom takes a new look at the challenges and opportunities in supply management and presents them by sharing many of his own experiences as an independent management consultant. We'll be delving further into Dr. Tom's perspective in an interview with him in February. His short segment writing format allows the reader to get through a number of mini-cases quickly in the first section of the book titled 'Tales from the Supply Management Trenches'. Dr. Tom then spends the remaining chapters of the book taking on one subject at a time in greater depth. There is something for everyone, including Six Sigma, negotiation, governance, bureaucracy, and strategy. Supply management professionals will also appreciate his checklists and glossary of terms. Looking back on Dr. Tom's time spent 'in the trenches', I particularly appreciated his desire to meet a goal and then go one step further for the sake of achieving optimal performance. In one of his engagements, he was working with an integrated paper company to transform their purchasing group into a supply management operation. Using Six-sigma methodologies, they reduced workload and errors before completing a successful supplier rationalization effort. Rather than considering the transformation complete just because expectations had been met, he and his team took the additional step of putting a p-card program in

place for their 'superusers', eliminating nearly all paperwork. Other themes of note include the need to have empathy for suppliers in order to establish collaborative relationships and balancing the importance of social media with the effectiveness of face-to-face communication. Technology has its place somewhere behind enabled people and process. As Dr Tom puts it, "The procurement must come before the e". Dr. Tom's deep experience and long career in the supply management space make this a book best related to by practitioners with some experience in the field rather than a primer for those new to the game. As to which trenches you currently find yourself in: supply chain, procurement, and purchasing professionals in any industry will benefit from Dr. Tom's experiences and honest retelling of both successes and lessons learned.

In his new book, *Common Sense Supply Management--Tales from the Supply Chain Trenches*, Dr. Tom DePaoli shares experiences from his career as a procurement professional and offers how-to-advice for transforming a sourcing operation. The tales consist of easy-to-read short stories on such topics as negotiations, building relationships, benchmarking, supplier relationship management, and e-procurement. In one, DePaoli relates why beating suppliers constantly doesn't work. In another, he explains how managers can earn trust of their employees. A third looks at why women excel at managing relationships with suppliers. "Here's what I've done that works," DePaoli tells My Purchasing Center of the collection that he describes as enjoyable to read. "I tell the story. But I don't give a lesson. Readers can figure it out on their own." DePaoli has spent more than 30 years with the Navy Reserve, and was a supply chain and human resources executive with corporate purchasing turnaround experience and Lean Six Sigma deployments. Now, he is the Management Program Director at Marian University in Fond du Lac, Wis. and Principal of Apollo Solutions, a consulting firm specializing in HR, supply chain and Lean Six Sigma. He is also the author of the book *Common Sense Procurement*. As DePaoli sees it, procurement professionals should be leading change within their organizations--because of all the relationships they manage. "They drive money to the bottom line," he says. The 195-page *Common Sense Supply Management* also provides all readers need to know to transform a sourcing operation including information on Lean, Six Sigma and Lean Six Sigma; Kaizen and performance metrics. It has chapters on global sourcing, e-procurement and p-cards, and a glossary of Lean Six Sigma and supply management terms. The book is geared toward procurement professionals at every stage in their career. DePaoli also recommends it to his college students. It's available for \$29.95 from .

Being entertained by good story-telling with a purpose is why I highly recommend Dr Tom DePaoli's

book to not only the sourcing professional but also to anyone in a role that touches procurement, purchasing, supply chain, etc. Common Sense Supply Management is a great primer for the new hire as well as one with experience. For the new hire it will help them get into the right mind set. For the experienced it will "sharpen the saw" as a refresher while more importantly serve as a sanity check when taking a step back from the daily grind. Personally, Dr. DePaoli's insight on information-based negotiation is invaluable and affirmed the approach we take where I work.

Coming from a young professional with graduate degree focus in Supply Chain, I enjoyed Dr. Tom DePaoli's writing. I found several points to be anecdotal to my real-world experiences. This made me realize the validity and value of the contents of this book and showed me how I might have better handled my situations. What was not yet applicable to my career opened my eyes and left me feeling better prepared for what the inevitable. This is a value-add read for the Supply Chain professional.

Dr. Tom's uses the story teller technique in this book and I felt that it was both pertinent and enlightening. I especially enjoyed the use of baseball to build relationships in Japan. It is obvious that the author loves supply management and wants to help supply management professionals everywhere. This book is a great start if you want to transform a company.

Any author that can combine "Vulcan Mind Meld" and "Coach Athletic Teams" on the same page (P.34) earns my attention. Dr. Tom Depaoli's story telling manner combines the ability to share insights and lessons in an easily digestible form while providing a relatively painless learning opportunity for the reader. Thank YOU Dr. Tom!

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