



Why do SMEs lose out in the buying stakes?

Obviously SMEs have less bargaining muscle than larger businesses, but they also disadvantage themselves for the following reasons:

- Still too few take advantage of buying consortia, which aggregate purchasing power.
- Buying too often the poor relation in SMEs: finance and marketing, for example, are acknowledged as areas where trained professionals are needed, but not so purchasing. In particular, those charged with buying rarely have training in a) negotiation; b) analytical tools and processes.
- All too often in SMEs no-one looks at buying across the board: lots of fragmented activities which add up to a lot, but no one person has control or accountability.
- The same effort is expended on routine, low-value added purchasing as on suppliers of strategic importance.
- No buying review process and no plan for identifying and sharing with suppliers gains from better buying.

For more information on how the Buying Support Agency can help your business reduce its costs and increase supply efficiencies, telephone 0845 555 3344 or email: info@buyingsupport.co.uk