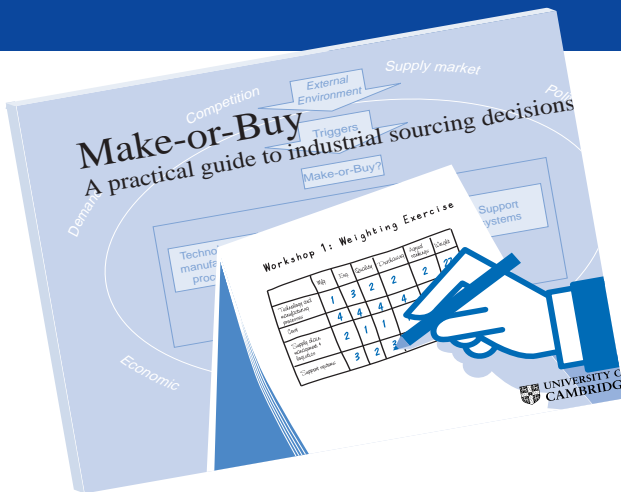


The 'make-or-buy' dilemma...

Making the choice between producing in-house and using an outside supplier



Global competition, not to mention finite resources, are driving many companies to review the make-or-buy question. Making the right choice can be a key factor in sustaining a company's competitive advantage.

'Make-or-Buy

A practical guide to industrial sourcing decisions'

is a step-by-step guide to addressing make-or-buy decisions in a consistent and structured manner. The workbook:

- shows how to review all the factors relevant to make-or-buy decisions - not just cost
- reveals the 'hidden' costs of buying in from a supplier
- provides examples, illustrative case studies and tips to help you
- includes software to automatically analyse the data

Some comments from users of the make-or-buy process:

I consider the process to be excellent and would recommend it is used by the company on all future make-or-buy decisions. Quality manager, domestic appliance manufacturer

A concise way of including a large amount of information, experience and discussion. Manufacturing manager, industrial printing company

It is a process that helps the team ensure that all aspects are investigated. General manager, compressor manufacturer

The process highlighted 'hidden' costs. Manufacturing manager, scientific instruments manufacturer

We have learned that a multi-functional team is required for make-or-buy decisions. Purchasing manager, compressor manufacturer

It is a process relevant to manufacturing and business strategy. General manager, telecommunications company

A user friendly process which has quickly become familiar to all people involved. Supply chain manager, industrial printing company

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