



LCI Israel's Launch – Dovev Viess  
Intel EMEA FMS (Facilities Materials & Services )  
Purchasing Mindset shift to enable LEAN



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# Assumption

Culture eats strategy for breakfast

## So if we really want to have LEAN

- Purchasing efforts should lead the way as they are the project enablers
- We need to change our mindset, basic assumptions
- Need to break Paradigms
- Set commercial strategy to enable execution, velocity and LEAN

# Paradigms :

“RFP + Choosing lowest = we got best value”  
 “We can close all gaps in Negotiation”



## 4 Negotiating Styles

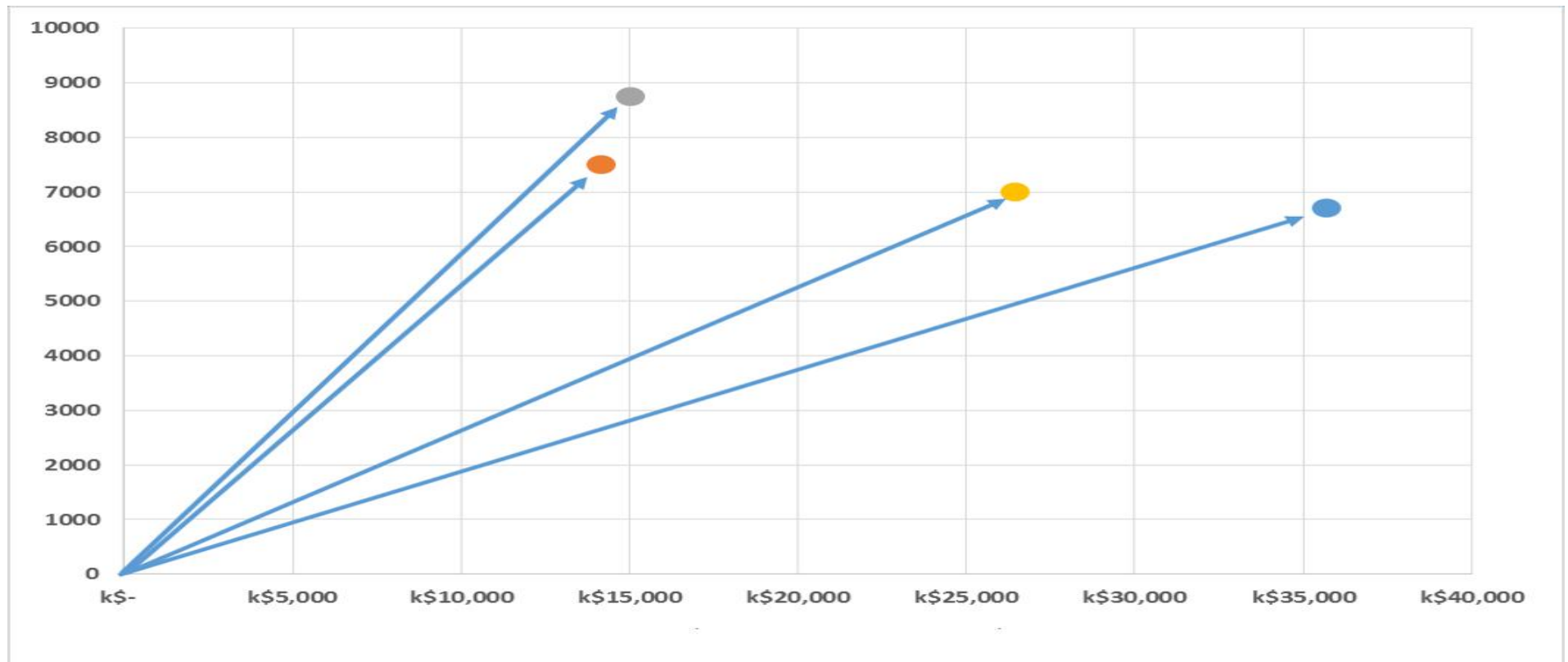
Low - Assertiveness - High	Win - Lose <b>Bully</b> Competing	Win - Win <b>Negotiator</b> Collaborating
	Lose - Lose <b>Politician</b> Avoiding	Lose - Win <b>Doormat</b> Accommodating

(A central circle labeled 'Compromising' is positioned between the four quadrants.)

Low - Cooperativeness - High

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# Decision Making – CBA (Choosing By Advantage)



# Data based agreements instead of endless Negotiations

# Q&A

Global Supply Management - Materials

