



Case Summary: Owens & Minor, Inc.

Minor did not want to pass up. This case explains the strategy Balderdash and his team approached to attain the bid with Ideal. The year prior to the bid, O&M was struggling to contain its costs while trying to understand the profitability of their customers and services. By the end of 1995 the company had encountered an \$1.1 billion loss. Balderdash knew that he needed to reevaluate the company's costing and pricing methods if they wanted to even be considered in winning the Ideal contract. Palavered and the team were concerned with their current cost-plus pricing method.

Cost-plus signified that the customer paid a base manufacturer price plus a mark-up added on by the distributor. This allowed for drawbacks like customers engaging in "cherry-picking" and only enabling the distributors to manage low-margin, inexpensive products. This method also tied O's fee to the value of the product rather than the value of the service. The complexity of the pricing structure made it difficult for purchasing manager to track actual product costs or compare quotes from competing manufacturers and distributors.

The company did more than what was being paid for. Their tasks included: Own and manage the inventory for the manufacturer Take on the financial risk associated with the function of managing the inventory flow to the hospitals Care for product returns Carry the receivables (cash flow issues due to long payment terms of customers) Carry and manage most of the inventory for the hospitals (stockpiles at times) Track and verify "customer prices for contracted product purchases" and "monitor agreements between end-users and manufacturers".

Owens & Minor creates a clear value-add for both manufacturers and suppliers. O&M takes the full responsibility for all parts of selling a product. On the other hand customers don't want to buy and own products before they are ready to use it. Thus O also enables them to achieve more efficient structures, while reducing additional costs related to managing efficiently. The best decision for this company is to follow activity based costing and develop that into activity based pricing.

Customers were requesting different types of services such as products to be packaged in smaller units and having stockpile programs. Balderdash and his team hoped that activity-based pricing system would align fees with services, relieving O of the burden of unprofitable customers. Using the ABC method would enable the company to evaluate their cost drivers and make efficient decisions based on that data. Although, Palavered and his team submitted a flexible plan where they offered to use both pricing methods, it method proving that they can be leaders in changing the market.

Owens And Minor Inc Case Study

Norton Paley



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Transforming Your Go-to-market Strategy V. Kasturi Rangan, 2006 A fresh approach to designing and managing channels for the long term this book helps firms expand value for their customers and partners while buttressing their own bottom line

Jacket **Stand Out from the Competition** William R. McCleave, Jr., Thomas P. Gale, 2003 *The Supply Chain Manager's Problem-Solver* Charles C. Poirier, 2002-07-30 The true promise and benefits of Supply Chain Management elude many organizations Cultural limitations a narrow view of the opportunities offered by and the need to access external resources juxtaposed with a lack of understanding of how technology can enhance business processes create resistance The Supply Chain Manager's Problem Solver Maximi **Beginning COBOL for Programmers** Michael Coughlan, 2014-04-04 Beginning COBOL for Programmers is a comprehensive sophisticated tutorial and modular skills reference on the COBOL programming language for established programmers This book is for you if you are a developer who would like to or must add COBOL to your repertoire Perhaps you recognize the opportunities presented by the current COBOL skills crisis or are working in a mission critical enterprise which retains legacy COBOL applications Whatever your situation Beginning COBOL for Programmers meets your needs as an established programmer moving to COBOL Beginning COBOL for Programmers includes comprehensive coverage of ANSI 85 COBOL features and techniques including control structures condition names sequential and direct access files data redefinition string handling decimal arithmetic subprograms and the report writer The final chapter includes a substantial introduction to object oriented COBOL Benefiting from over one hundred example programs you'll receive an extensive introduction to the core and advanced features of the COBOL language and will learn to apply these through comprehensive and varied exercises If you've inherited some legacy COBOL you'll be able to grasp the COBOL idioms understand the constructs and recognize what's happening in the code you're working with Today's enterprise application developers will find that COBOL skills open new or old doors and this extensive COBOL reference is the book to help you acquire and develop your COBOL skills *The Manager's Guide to Competitive Marketing Strategies, Second Edition* Norton Paley, 2021-05-13 The ability to think strategically is permeating every level of successful organizations particularly among senior executives and line managers responsible for maintaining a competitive advantage for their products and services Above all Manager's Guide to Creative Marketing Strategies is a pragmatic examination of a 21st century manager The second edition of this popular book will update you on the latest techniques for developing competitive strategies It examines how to apply strategies and tactics in a confusing global mixture of hostile competitors breakthrough technologies emerging markets fickle customer behavior and diverse cultures You will gain practical information about what strategy is how competitive intelligence contributes to successful strategies and how to put it all together The book is an all in one resource for analyzing planning and developing competitive strategies a workbook with checklists and forms and a reference with numerous case histories **Kostenrechnung** Gunther Friedl, Christian

Hofmann, Burkhard Pedell, 2014-02-13 Vorteile Komplett vierfarbige und großformatige Einführung Lehrbuch des Jahres 2011 des Verbandes der Hochschullehrer für BWL Zum Werk Für den unternehmerischen Erfolg sind die Analyse und das Management von Kosten von entscheidender Bedeutung Ohne Verständnis für die eigenen Kosten können Industrie und Dienstleistungs sowie Non Profit Unternehmen langfristig nicht erfolgreich sein Dieses Lehrbuch führt in die grundlegenden Konzepte und aktuellen Entwicklungen der Kostenrechnung ein Zahlreiche illustrative Beispiele aus unterschiedlichsten Branchen empirische Ergebnisse sowie die moderne Form der Wissensvermittlung mit Lernzielen Fallstudien der Excel Unterstützung von Beispielen Verständnis und Übungsaufgaben sorgen für einen nachhaltigen Lernerfolg Zur Neuauflage Aktualisierung zahlreicher Beispiele und empirischer Ergebnisse sowie Erweiterung um einen Abschnitt zur Lebenszyklusrechnung Autoren Prof Dr Gunther Friedl ist Inhaber des Lehrstuhls für BWL insbesondere Controlling an der TU München Prof Dr Christian Hofmann ist Inhaber des Lehrstuhls für ABWL und Controlling an der Universität Mannheim Prof Dr Burkhard Pedell ist Inhaber des Lehrstuhls für ABWL und Controlling an der Universität Stuttgart Zielgruppe Studierende der Betriebswirtschaftslehre an Universitäten Fachhochschulen und Berufsakademien *InfoWorld*, 1996-09-09 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects Introduction to Information Systems James A. O'Brien, 1998 Introduction to Information Systems is designed in a traditional format with traditional coverage of the topics that support information systems literacy The new edition offers less theory and more information on the basic principles **Cost Accounting: A Decision-oriented Approach** Gunther Friedl, Christian Hofmann, Burkhard Pedell, Peter Schafer, 2022-11-08 Analyzing and managing costs is crucial for business success Industrial service and non profit companies will not be successful in the long term if they do not understand their costs This textbook introduces the basic concepts and current developments in cost accounting The book features numerous anecdotal examples from a wide range of industries case studies Microsoft Excel examples and exercises to ensure a sustainable learning success **Social Business By Design** Dion Hinchcliffe, Peter Kim, 2012-04-12 From the Dachis Group the global leader in social business comes the groundbreaking book on transformative social business strategies Social Business By Design is the definitive management book on how to rethink the modern organization in the social media era Based on their research and work through the Dachis Group thought leaders Dion Hinchcliffe and Peter Kim deftly explore how the social cultural and technological trends provoked by the social media explosion are transforming the business environment Designed as both a strategic overview and a hands on resource Social Business By Design clearly shows how to choose and implement a social business strategy and maximize its impact Explains the mechanisms applications and advantages of a strategic array of social media topics including social media marketing social product development crowdsourcing social supply chains social customer relationship management and more Features examples from high profile companies such as SAP Procter Gamble MillerCoors Bloomberg HBO Ford and IBM who have

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Intellectual Property Russell L. Parr,Gordon V. Smith,2005-04-29 This book is designed to simplify the process of attaching a dollar amount to intangible assets be it for licensing mergers and acquisitions loan collateral or investment purposes It provides practical tools for evaluating the investment aspects of licensing and joint venture decisions and discusses the legal tax and accounting practices and procedures related to such arrangements examines the business economics of strategies involving intellectual property licensing and joint ventures and provides analytical models that can be used to determine reasonable royalty rates for licensing and for determining fair equity splits in joint venture arrangements

Case Studies For Corporate Finance: From A (Anheuser) To Z (Zypps) (In 2 Volumes) Harold Bierman, Jr,2017-03-16 Case Studies for Corporate Finance From A Anheuser to Z Zypps In 2 Volumes provides a distinctive collection of 51 real business cases dealing with corporate finance issues over the period of 1985 2014 Written by Harold Bierman Jr world renowned author in the field of corporate finance the book spans over different areas of finance which range from capital structures to leveraged buy outs to restructuring While the primary focus of the case studies is the economy of the United States other parts of the world are also represented Notable to this comprehensive case studies book are questions to which unique solutions are offered in Volume 2 all of which aim to provide the reader with simulated experience of real business situations involving corporate financial decision making Case studies covered include that of Time Warner 1989 1991 The Walt Disney Company 1995 Exxon Mobil 1998 Mitsubishi s Zero Coupon Convertible Bond 2000 and Apple 2014

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Management Information Systems David Lee Anderson,2000 This text uses cases to explain Management Information Systems concepts within an industry perspective The cases are direct real and written in the late 90 s Each chapter contains specific sections to thoroughly present and explain the relevant information systems and business concepts Built upon extensive information technology sections this text includes contextual elements such as actual financial information and analysis the importance of data and the impact of technology on the manufacturing marketing and distribution processes An appropriate text for Management Information Systems *Plunkett's Health Care Industry Almanac 2007: Health Care Industry Market Research, Statistics, Trends & Leading Companies* Jack W. Plunkett,2006 Contains information to understand the trends technologies finances and leading companies of a specific industry *Informationweek* ,2002 Intellectual Property Gordon V. Smith,Russell L. Parr,2004-10-28 Companies are increasingly looking to their intellectual property patents trademarks formulas copyrights brand names distributions systems etc as a profit center As they try to extract more value from their holdings some of which have been left dormant for years many are looking beyond their own core products to partnerships with outside industries Now it its third edition Intellectual Property Licensing and Joint Venture Strategies provides the most up to date practical tools for evaluating the investment aspects of licensing and joint venture decisions and discusses the legal tax and accounting practices and procedures related to such arrangements **InfoWorld** ,1996-09-09 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects Making Supply Chain Management Work James B. Ayers,2001-12-13 Any supply chain improvement project even if well conceived has a good chance of failing unless the accompanying information technology enables the design Being prepared understanding the risks and how to reduce them will give you the edge you need Combining a technology focus with practical advice Making Supply Chain Management Work Desig

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