

# Google's 10 Sourcing Things We Know to Be True

## Google

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Global  
Executive  
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SIG Global Executive Summit  
October 2016

# Meet Tim and Vytas ... At the Olympics



# Session Learning Objectives

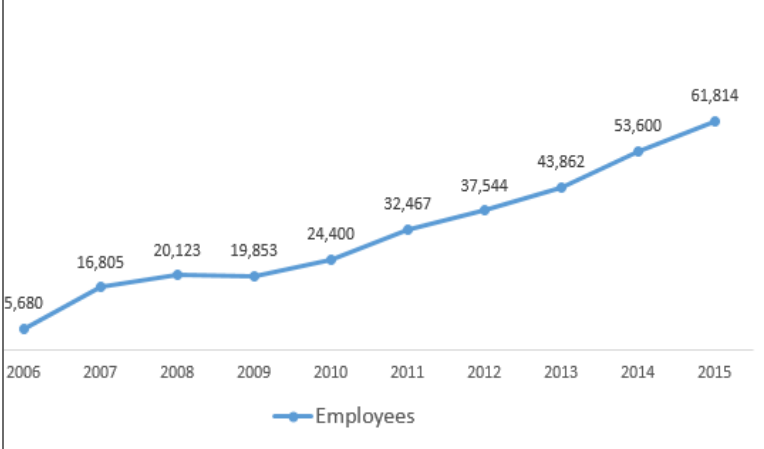
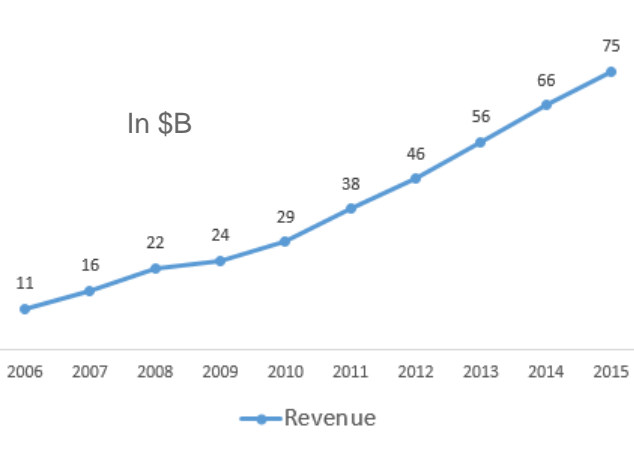
- How the Google Strategic Sourcing Team navigates and prioritizes to become a trusted business partner
- Key philosophies and practices in Google's strategic sourcing process
- Best practices for becoming a trusted business partner while managing competing priorities

# We've Barely Started on our Mission



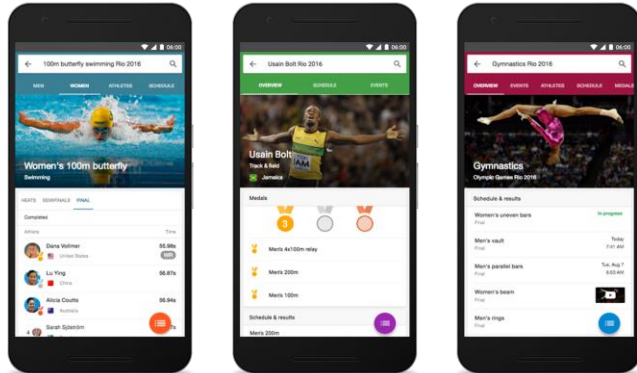
Organize the world's information and make it universally accessible and useful.

# We've Barely Started on our Mission

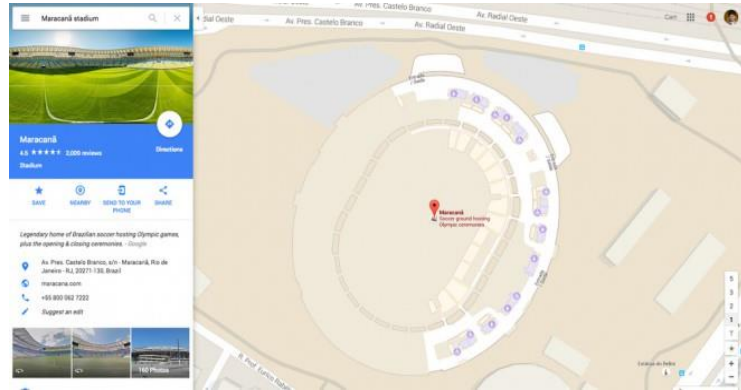


Source: <http://investor.google.com/financial/tables.html>

# Google @ Summer Olympic Games



Results shown for illustrative purposes only and do not imply support or outcome.



# Some Inspiration...



Ten things we know to be true...



## 10 Things We Know To Be True In Google

1. Focus on the user and all else will follow.
2. It's best to do one thing really, really well.
3. Fast is better than slow.
4. Democracy on the web works.
5. You don't need to be at your desk to need an answer.
6. You can make money without doing evil.
7. There's always more information out there.
8. The need for information crosses all borders.
9. You can be serious without a suit.
10. Great just isn't good enough.

1: Focus on the stakeholders and rate reduction will follow



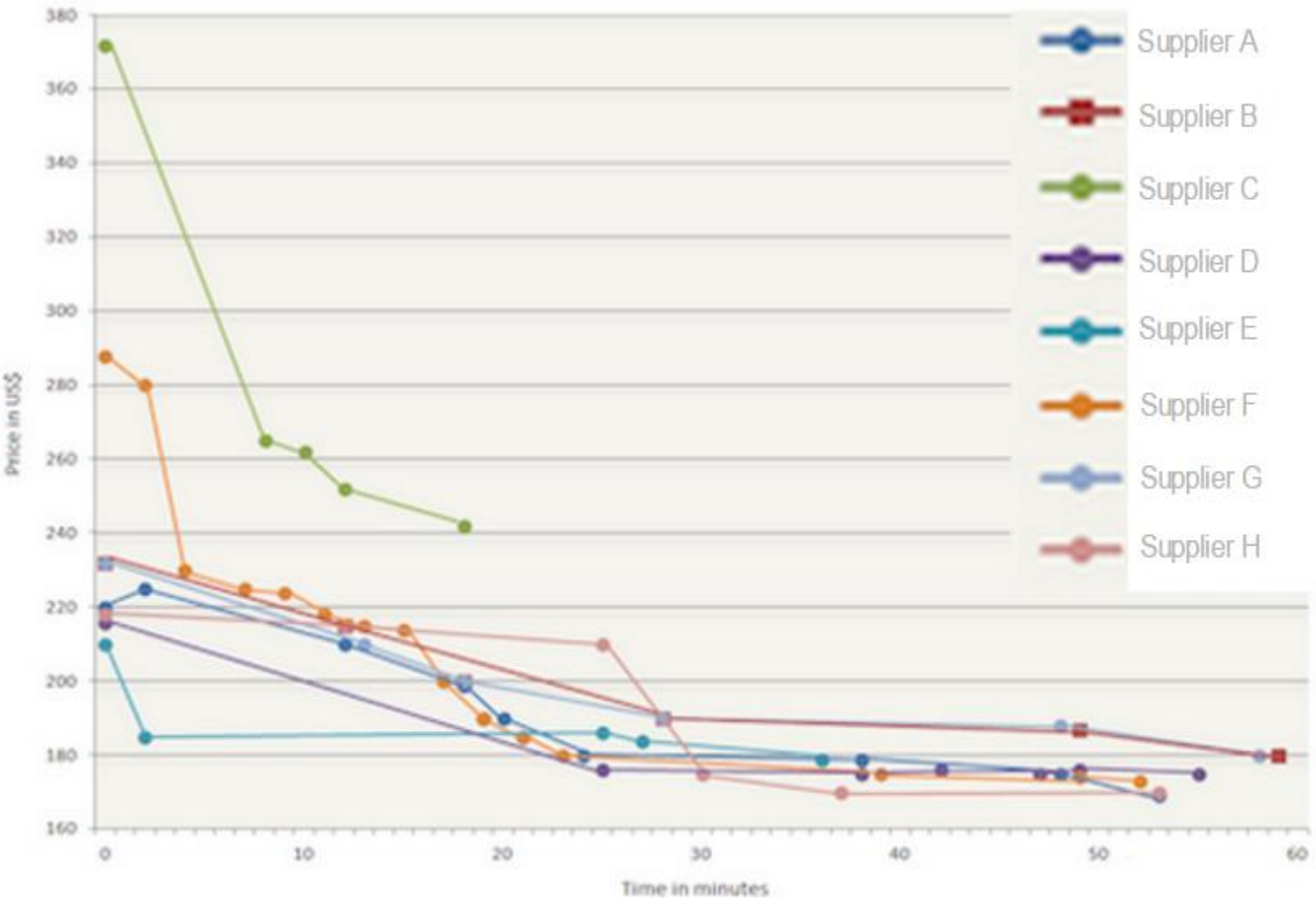
# 2: Not All Stakeholders Are Created Equal



### 3: Competitive bids are better than single supplier negotiations



# 4: eAuctions really work



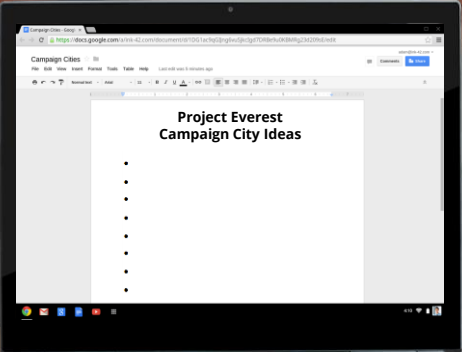
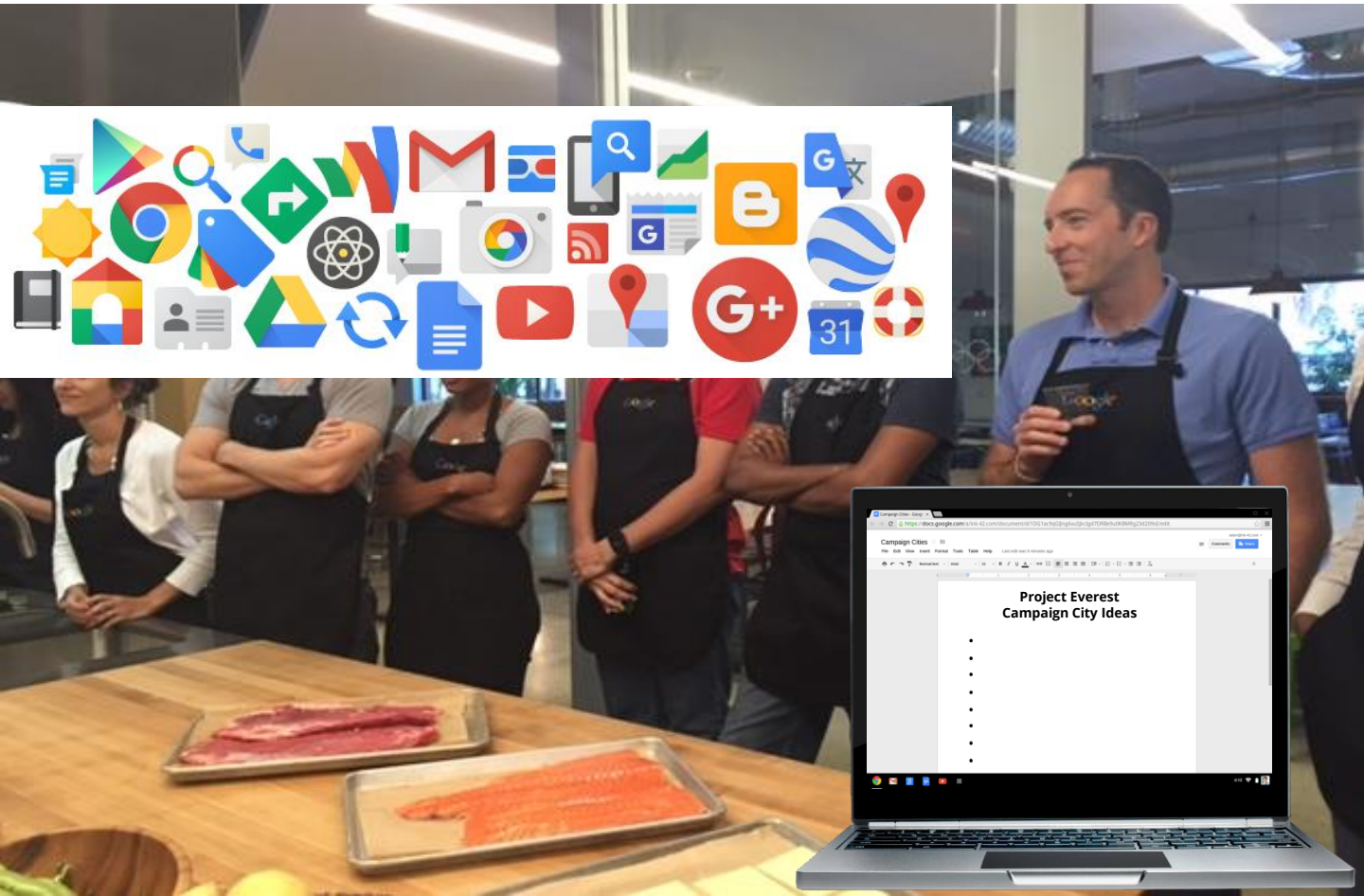
# 5: Focusing on the evaluation criteria ensures robust decisions



6: Short is much better than long



# 7: Organize the sourcing information and make it accessible





# 8: The final decision rests with the stakeholder



9: Ruthlessly prioritize



10: Time in the recovery zone is time well spent



## 10 Sourcing Things We Know To Be True

1. Focus on the stakeholder and rate reductions will follow
2. Not all stakeholders are created equal
3. Competitive bids are better than single supplier negotiation
4. eAuctions really work
5. Focusing on the evaluation criteria ensures robust decisions
6. Short is (much) better than Long
7. Organize the sourcing information and make it accessible
8. The final decision rests with the stakeholder
9. Ruthlessly prioritize
10. Time in the recovery zone is time well spent



Thank You!

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## Google's 10 Sourcing Things We Know to Be True

### Speakers:

#### Google

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