

# Analyzing The Vendor Management and Cost Reduction Strategies in Procurement: A Case Study of Ericsson

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**Abstract:** *The study analyzes vendor management together with cost reduction approaches in procurement through a case study focused on Ericsson. The research base analyzes three theoretical views to build foundational understanding about optimizing vendor relationships which include Principal-Agent Theory and Transaction Cost Economics and Resource Dependence Theory. The paper analyzes performance-tracking methods combined with risk control techniques and data-based decision support mechanisms sustainability practices and supply chain management approaches. The Findings states that Ericsson achieves enhanced efficiency and resilience through its implementation of advanced analytics as well as proactive and reactive risk management systems and collaborative supplier relationships. The research acknowledges that successful cost savings efforts still face obstacles when trying to maintain sustainability alongside innovation. The discussion ends by giving academic and industrial stakeholders guidance about integrating procurement approaches for dynamic global markets.*

**Keywords:** Vendor Management, Cost Reduction Strategies, Procurement, Supply Chain Management, Ericsson, Risk Management, Sustainability, Data-Driven Decision-Making, Principal-Agent Theory, Transaction Cost Economics, Resource Dependence Theory, Supply Chain Resilience

