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To learn how The Flowers Counsel Group can assist your company with its procurement needs and redefining its legal landscape, please call 866.656.7370.

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LEGAL PROCUREMENT TIP SERIES

Threatening to Breach a Supply Contract

With rising pressure to reduce supply costs, purchasing managers may consider threatening to breach an unprofitable supply contract. Managers using this tactic hope to gain leverage or bargaining power over suppliers. However, such tactic may trigger some unfortunate consequences, including entitling the target supplier to recover damages or suspend performance. As such, if a manager desires to use this tactic, legal counsel should be consulted immediately. To learn more, please contact The Flowers Counsel Group LLC at 866.656.7370.

Redefining the Legal Landscape



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