

Boston Red Sox

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Summary

About the Company	<ul style="list-style-type: none">• MLB team founded in 1901• From 2002-2019 averaged ninety wins• Public demonstrator to social justice initiatives• Has several service and vendor suppliers from diverse companies
Process (for large scale projects)	<ul style="list-style-type: none">• Team identifies areas of growth that will improve efficiency, increase revenue, and reduce expenses• October- formal ask process begins with the budget committee• Once approved team research on the internet/through phone calls with sourcing orgs such as Pacesetters• Compiles list of candidates• Chooses partner on scalability/pricing/quality• Creates contract and onboards
Best Practices	<ul style="list-style-type: none">• The process listed above is a formal outline-other methods include informal calls/outreach/lunches any time of the year• Focus on aspects of your company that will create efficient processes or reduce overall costs for the Red Sox• Technology investments are a priority
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