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Supply Chain Coordination with Information Sharing: The Informational Advantage of GPOs

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Highlights

- We model a supply chain with a GPO and two heterogeneous and competing manufacturers.
- We consider differentiated signal precisions and partial information sharing.
- We identify three determinants of supply chain inefficiency under group purchasing.
- Information sharing from only one manufacturer may be optimal for the supply chain.
- Perfect coordination is achieved in both quantity competition and information sharing.

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