

Supplier Relationship & Performance Management

BENEFIT	The participants will gain expert knowledge in supplier relationship and performance measurement, its strategies, tools and methods. They will learn how to benchmark and increase the performance of key suppliers and how to reduce total costs of ownership.
CONTENTS	<p>Introduction into Supplier Relationship Management (SRM)</p> <ul style="list-style-type: none"> ▪ How SRM helps to achieve continuous savings, to create value-generating relationships, and speed business innovation ▪ Reasons for the growing importance SRM ▪ Goals, parts and best-practice processes of SRM <p>Qualification of New Suppliers</p> <ul style="list-style-type: none"> ▪ Best-In-Class supplier qualification: methodology, steps ▪ Tools and information needed to qualify new suppliers ▪ The “Ideal Supplier Profile” to thoroughly prequalify new suppliers <p>Assessment of Existing Suppliers</p> <ul style="list-style-type: none"> ▪ The supplier assessment: tools, aspects, criteria, process ▪ Categorization of suppliers: goal, categories, action-plans ▪ Identification and evaluation of supplier risks ▪ Best-Practice examples of suppliers assessment tools <p>Developing Supplier Performance</p> <ul style="list-style-type: none"> ▪ How to prepare and carry out supplier performance reviews ▪ Strategies and methods to develop key suppliers ▪ How to agree on development strategies with suppliers ▪ How to establish MbO-Agreements with key suppliers <p>Controlling Supply Base Performance</p> <ul style="list-style-type: none"> ▪ Controlling tools, methods and processes ▪ Responsibilities in the controlling process
DURATION	2 days (Training No. MW03-US)
TARGET GROUP	Strategic purchasers, Lead Buyer, Category Manager
TRAINING METHODS	Input, discussions, teamwork, “Best-Practice” tools
REQUIREMENTS	General purchasing skills