

Supplier Partnership

Supplier Partnership: A commitment over an extended time to work together to the mutual benefit of both parties, sharing relevant information and the risks and rewards of the relationship.



Supplier Partnership

- ❖ An efficient SCM , built on strong partnerships will create high levels of people satisfaction and customer satisfaction.
- ❖ Ensuring the partnership processes for an organization is use of QMS Audits, reviews and action plans.
- ❖ Partnership are Planned and managed must be in line with overall policies and strategies and support the operation of the processes.

Principle's of Customer & Supplier Partnership by Dr Kaoru

Ishikawa

Customer & Supplier are fully Responsible for Control for Quality.

Customer & Supplier are Independent of each other.

Customer's must be given full Information about the raw material, semi finished products (or) services required.

Clear Contract regarding Quality, Quantity, Price, Delivery Modes, Etc.

Principle's of Customer & Supplier Partnership by Dr Kaoru Ishikawa

Evaluation of Same Quality Standards by Both the Customers & Suppliers.

Problem Solving By Discussion.

Exchange Information & Feed Back.

Both Customer & Supplier do Business transaction w.r.t. END USER.

Supplier Partnership

PARTNERING

Long Term Commitment

Trust

Shared Vision

SOURCING

Sole

Multiple

Single

SUPPLIER SELECTION BASED ON

Quality Philosophy of the Customer.

Stable Management.

High Technical Standards With Future.

Raw materials & Parts Meet Quality Std.

Delivery as per Schedule.

Effective Quality System.

Record of Customer Satisfaction Credibility in Industries.

Supplier Rating

Quality.

On Time delivery.

Service.

Internal Structure.

Customer Satisfaction.

Review Reports.

Potential Pitfalls of Partnership

Fear of Unknown Concept.

Starting Early.

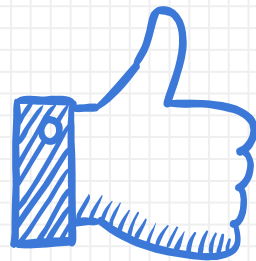
Poor Communication.

Impatience.

Mistrust.

Over dependency.

Time & Resources.



THANKS!