



## Supplier Performance Management : **Building Partnerships**

Managing the performance of your suppliers, a critical component of overall supply and demand chain management, can have a material impact on your company's revenue growth and operating margin. Not investing in how you manage supplier performance and assess supplier risk will have a negative impact on your profits, assets and cash flow.

### Workshop Description

Learn effective supplier management in order to save money, avoid risks, enhance operations and thrive in today's business environment. This workshop will help you develop the framework for your Supplier Performance Management Program.

### What You Will Discover

In this workshop you will explore the methods companies use to have a significant impact on improving supplier performance.

The workshop will include the following:

- Supplier Qualification
- Supplier Assessment
- Definition of Supplier Ratings and Levels
- Supplier Performance Monitoring
- Data Collection for Performance Measurement (Scorecards)
- Supplier Certification Criteria

### How You Will Benefit

This workshop provides a systematic approach to supplier performance management and helps to shift your continuous improvement program to the beginning of your value chain.

*Participants successfully completing this course will gain the knowledge required to:*

- Gain better insights into how to measure their suppliers' performance
- Build mutually beneficial relationships with suppliers
- Identify, prevent and mitigate supply risk
- Set criteria for new supplier qualification and an approved supplier list
- Gain insights that help suppliers improve their performance and reduce costs and risks
- Create certification programs

### Who should attend?

- Lean leaders and change agents
- Purchasing Managers & Buyers
- Quality Managers and Quality Engineers
- Manufacturing Engineers and Design Engineer

For more information on Supplier Performance Management and other Business Performance Improvement Workshops, contact: [sbs@synergyresources.net](mailto:sbs@synergyresources.net)