



Supplier Performance Management: Building Partnerships

Managing the performance of your suppliers, a critical component of overall supply 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.



Clinic Description

Implement effective supplier management in order to save money, avoid risks, enhance operations and thrive in today's business environment. In this clinic, you'll develop the framework and roll out an improved Supplier Performance Management Program.

What You Will Discover

In this clinic you will define an effective program that will start you on your journey of improving supplier performance.

The clinic includes the following:

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

How You Will Benefit

This clinic 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 & Change Agents
- Purchasing Managers & Buyers
- Quality Managers and Quality Engineers