

# Supplier Evaluation, Selection & Management

## 2 Day Supplier Management Workshop

“Every Organization especially manufacturing organizations need to have a Supplier evaluation matrix or model in place.”

### Suitable for

Purchasing, Engineering and QA/QC personnel who are involved in supplier selection, evaluation and supplier management.

### Course Description

The evaluation and selection of suppliers, structuring the supplier base is an important task in any organization. It assumes utmost importance in the current scenario of global purchasing. Every Organization especially manufacturing organizations need to have a Supplier evaluation matrix or model in place.

### Course Objectives

The objectives of this course are to:

- Provide an overview of how supplier quality can be managed.
- Provide an overview of how supplier evaluation is carried out.
- Explain supplier relations management

### Course Content

#### 1. Importance of supplier quality

- High costs associated with poor quality supplier items
- Interdependence of buyers and suppliers

#### 2. Basic relationship between buyer and supplier

- Adversarial
- Teamwork

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### 3. Relative emphasis of quality in purchasing decisions

- Assurance of the selection of suppliers
- Tradition of buying primarily by price

### 4. Multiple suppliers versus single source

- Advantages/Disadvantages of multiple suppliers
- Advantages/Disadvantages of single supplier

### 5. Internal versus external suppliers

- Advantages/disadvantages of internal suppliers
- Advantages/disadvantages of external/ suppliers

### 6. Supplier policies

- Policies for developing partnership with suppliers
- Policies - Open, Fair, Global, Compliance, Ecology

### 7. Evaluating supplier capability

- Qualification of supplier design
- Qualification of supplier manufacturing process

### 8. Total cost of a purchase

- Additional cost from scraps, rework, delay
- Cost recovery system

### 9. Evaluation of initial sample

- Evaluating supplier product design
- Material specifications, Engineering drawings

### 10. Evaluation of first production shipment

- Qualification of supplier process performance
- Evaluation of supplier submitted data

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### 11. Managing supplier's product/process changes

- Deviations
- Approval of changes

### 12. Improvement of supplier quality

- Providing technical assistance
- Role of upper management
- Training of suppliers

### 13. Handling problematic suppliers

- Single source supplier
- Low volume suppliers

### 14. Development of supplier's quality management system

- Providing assistance to suppliers
- Monitoring suppliers QMS

### 15. Supplier auditing

- Prioritizing suppliers to be audited
- Audit reporting

### 16. Closed loop corrective action

- Initiation of supplier corrective action request
- Effective closure

### 17. Supplier quality rating

- Appropriate metrics
- Comprehensive, simple, objective

### 18. Supplier environmental awareness

- ROHS compliance

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### **19. Fairness and transparency**

- Free competition
- Trust based relationship

### **20. Ship To Stock**

- Ship To Stock certification program
- Doing away with incoming inspection

## Methodology

Comprised mostly of lectures with interpretation examples given by the tutor. To assist and gauge the level of participant understanding, interactive workshops; and question & answer session is included.

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