Procurement dynamics: SC and CPE's roles

Supply-Chain NPI

Platform – H2 and H3
H1 projects

1 Technology requirements

Marketing intelligence
Preferred supplier list

2 Supplier identification

Technical specifications
QA specîfications
Supply Chain Specifications

3 Procurement Specifications / Qa agreement / RFQ

4 Quotations from short-listed suppliers / negotiations

5 Supplier assessment

6 Data analysis & selection

7 Purchase Agreement signed

8 Supplier qualification

9 Product qualification

10 Key account mgt

Feedback on NPI process,
Experience with supplier,
Facilitates supplier selection for next project – In & out process

Controls

Technology

Quality

Responsiveness

Deliveries

Cost

Business Acct mngt

Environment

Facilitates operations and transactions, rules are already defined.

Supply-Chain Operation

Transactions

- Planning
- Forecasts
- Purchase orders
- Receipt of deliveries

Supplier Assessment & Continuous control

- Incoming quality control
- On-time deliveries
- Cost
- Flexibility

Drawing conclusions & Reporting

- Fill/Update:
  - Approved/preferred supplier list
- Consolidate business with Preferred supplier
- Reduce overall number of suppliers

Long-term impact:

-Less uncertainty on deliveries

-Lower purchase prices

-Lower purchase burden rate

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