# BUILDING STRONG SUPPLIER PARTNERSHIPS

Presented by Jon Downing

# True partnerships enhance business resilience and innovation

When suppliers collaborate, your business gains strength, quality, and creative solutions for growth.

# Why supplier management matters: key aspects for success

## Cost control

Effective supplier management helps reduce expenses and enhance profitability through strategic partnerships.

## Quality

Suppliers play a crucial role in maintaining high-quality standards, with customer satisfaction and brand reputation.

## Delivery

Timely delivery from suppliers improves operational efficiency, minimising delays and improving overall productivity.

# Common pitfalls to avoid in supplier relationships

## Overdependence

Relying too heavily on one supplier can create vulnerabilities in your supply chain.

## Lack of transparency

Insufficient communication can lead to misunderstandings and hinder collaboration between partners.

## Weak relationships

Failing to build strong connections may result in missed opportunities for innovation and improvement.

## Poor tracking

Inadequate monitoring of supplier performance can lead to unexpected problems and inefficiencies.

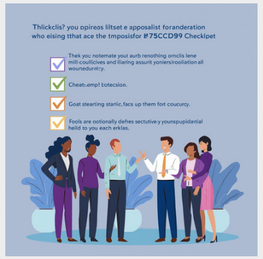
## No negotiation strategy

Entering agreements without a clear strategy can undermine value and long-term partnerships.

# Seven steps to building collaborative supplier practices

## Mapping supply chain

Clearly visualise connections and processes to enhance collaboration and efficiency.

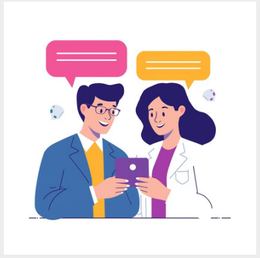



## Setting expectations

Define objectives and roles to align efforts and encourage mutual understanding.

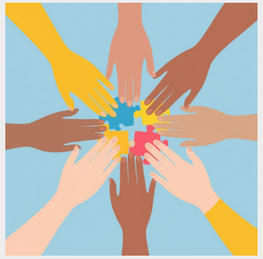
## Tracking performance

Regularly assess metrics, making sure suppliers meet established standards and expectations.



## Frequent communication

Maintain open dialogue to address challenges quickly and strengthen connections.



## Diversification

Explore multiple suppliers to reduce risk and enhance options for collaboration.

## Creating partnerships

Invest in relationships to build trust and create long-lasting collaborations.

# Frequent communication: the key to success

Establish open lines of communication to enhance collaboration and alignment with suppliers.

# The payoff of strong supplier partnerships

## Lower costs

Effective collaboration helps businesses reduce costs by optimising resources and eliminating waste.

## Higher quality

Partnerships drive innovation and quality improvements through shared insights and expertise.

## Stronger relationships

Building trust and communication creates long-term relationships that can withstand market fluctuations.

# Work together, grow together: building strong partnerships


Email Address

Jon@get-enabled.com

www.get-enabled.com

Call Jon

+44 7703 135146