

## MANAGEMENT OF RELATIONSHIPS WITH SUPPLIERS



ACH-33 2 Days (14 Hours)

### Description

To function, a company needs suppliers who are reliable, responsive, capable... It is the responsibility of the purchasing department to take care of this because they are guarantors of the quality of the suppliers, suppliers, subcontractors who intervene for the company account. This is called "external added value." The buyer must put in place tools and methods to monitor its suppliers. But also for qualifiers at the start of the relationship. We call ACDE supplier relationship management OR SRM in English for Supplier Relations Management.

### Who is this training for ?

#### For whom

Purchasing professional involved in the management of a key supplier

#### Prerequisites

None

### Training objectives

- Understand the SRM process and tools.
- Know how to identify key suppliers.
- Analyze the relationship with key suppliers.
- Understand the supplier's strategy.

### Training program

Introduction – SRM : définition, enjeux

- Identifying a key supplier in a purchasing portfolio
- Identifying the key supplier's business strategy.
- Analyzing the attractiveness of our organization to a key supplier
- Understand the "personal" networks between your company and the key supplier.
- Analyze the strategic analysis matrices of key suppliers
- Define objectives for key suppliers.
- Know how to put in place action plans to manage key suppliers.

### Gérer la relation avec les fournisseurs clés

- Set up an organization to manage key suppliers.
- Understand the purchasing maturity level of your company in order to effectively lead an SRM process: from the transactional process to the integration of value chain