

Supplier relationship strategy – Vendor management

www.kaizen-consult.biz

We help organizations with Supply Chains in Africa to better control their flow of goods while creating agility in their operations to better adapt to the fast-changing environment.

When sourcing and importing goods into Africa, companies mainly look at the price of the product at origin, generally having a global strategy for all suppliers and distributors, most of the time transactional. They expose themselves to Supply Chain risks of disruptions.

Having the right approach to suppliers' relationship is essential, to build on collaboration with strategic vendors while keeping it transactional with commodity vendors.



Building relationships in the right place

We propose a full diagnostic of the vendors list and the purchasing behavior of the company, classifying suppliers according to the strategic importance to the business, and how they contribute to the overall success of the business. Then, we will help you implement and sustain the strategy, embedding it in the structure of the company.

Ideal for all companies involved in Supply Chain in:

- *Energy sector*
- *Industrial products sector*
- *FMCG sector*
- *Pharmaceutical distribution sector*

What we propose

- Review of the current set & structure, vendor list and purchase behavior
- Redefine a supplier strategy based on the supply risks and criticality of products
- Implement the strategy, including relationship roadmap for each vendor, performance management and review
- Defining the structural process of the vendor management and accompany the company to sustain the relationships

Contact us:
info@kaizen-consult.biz

