

## Executive Briefing: Supplier Selection

In the other briefings we have talked a lot about managing your interaction with your suppliers. Improving it, measuring it, planning it. So by now you have an idea of which situations are good for you and which ones are not. This will help you to appreciate the art of supplier selection.

You are in the position of selecting a supplier? Make sure that you pick a partner that matches your goals and strategies. Someone that can support your growth plans and deliver the quality and consistency you need. Someone that picks up the phone on a weekend if you need to place an unexpected order. You get my drift - this is your chance to ensure you add a supplier that has a lot of the attributes you are working so hard on implementing with the others. Selecting suppliers that match your goals will minimize their management.

Make sure your internal customers are part of the selection team and on board with your long and short lists. Wherever possible, define the specifications in your suppliers' sweet spot. It will make for much better quality and on-time delivery. Involve the supplier in the specification development where possible – they usually have pretty amazing input that may not have thought of.

And last but not least – consider the suppliers' financial health and overall risk management required (location, currency, political climate, etc.).

### Zirna Process:

