

# Implementing a Supplier Relationship Management (SRM)

## Objectives

This module is part of the EIPM Certifying Courses Level 2. This is an advanced module to understand the process and tools to implement SRM and Key Supplier Management. The session will provide structured process and tools to implement KSM through the following steps:

- Identify the Key Suppliers in the company
- Analyze the relationship with the Key Supplier
- Understand the Key Suppliers strategy and its fit to our company
- Set-up objectives to a Key Supplier
- Identify the organization and the process to manage the key suppliers

Following this module, participants shall be able to:

- understand the benefits, risks and key success factors to implement SRM
- set-up a structured process to identify, to analyse and to manage Key Suppliers
- understand the function of a Key Supplier Manager

## Target group

- All purchasing staff involved in the management of a Key Supplier

## Duration and location

- 2 days on the Archamps Campus (France).

## Methods and tools

- Workshops will be used to provide participants with the opportunity to apply the tools presented.
- Participants will be asked to apply the methodology to their own commodities
- Extensive discussions among participants will facilitate a dynamic and interactive learning environment

## Content

PHASE	CONTENT
<b>DAY 1</b>	<ul style="list-style-type: none"><li>• Definition , benefits and risks of SRM</li><li>• Identifying Key Supplier in a portfolio</li><li>• Focusing on a Key Supplier</li><li>• Identifying the Key Supplier business strategy</li><li>• Analysing the buying company's attractiveness to the Key Supplier</li><li>• Understanding personal networks among the company and the Key Supplier</li></ul>
<b>DAY 2</b>	<ul style="list-style-type: none"><li>• Defining objectives to a Key Supplier</li><li>• Identifying the action plan to manage the Key Supplier</li><li>• Setting up the organisation to manage the Key Supplier (Key Supplier Manager)</li></ul>