

# Supplier Development and Optimization

## Objectives

This module is part of the EIPM Certifying Courses Level 2. This training provides an overview on how to implement supplier improvement programmes. Following this module, participants shall be able to:

- Detect the opportunity for, organise, facilitate and manage a supplier's performance improvement project.
- Understand the levers that can be used to improve the supplier's performance.

## Target group

- Engineers in Supplier Production, Logistics Sourcing and Sourcing Quality Assurance; Key Commodity Managers; Local Sourcing Agents; and all Buyers involved in supplier productivity improvement.

## Duration and location

- 2 days on the Archamps Campus (France).

## Methods and tools

- Different examples and demonstrations of modelling, assessment and measurement tools will be presented.

## Content

PHASE	CONTENT
<b>DAY 1</b>	<p>Introduction: Supplier's development: when, why and how?            What are the key indicators to evaluate the opportunity for a supplier development program?            How to identify the potential axis of improvement for a supplier?</p> <p>1 : Business and Strategy : When and how you can influence your supplier's strategy            2 : Management and Organisation : When and how you can recommend some changes in your supplier's organisation            3: Innovation Capabilities: Clarify your expectations in terms of innovation. If you need it, help your supplier to be more innovative but also more reactive and reliable on the innovation projects.</p>
<b>DAY 2</b>	<p>4: Technical productivity: Tools knowledge around lean manufacturing, 5S, TPM, and how to chase the Muda.            5: Quality costs and non quality avoidance: SPC, Capability, 6-sigma.            6 : Supply chain and Logistics :                How the interface with the supplier can be optimised in order to help him to be more efficient and reliable in flows and stock management (Forecast, Kanban)?                Tools to push your supplier to reactivity, flexibility and lean flow management.            7: Purchasing: how you can bring your expertise to your supplier for a global improvement.</p>