



How attractive is your business?

Do you find the response to issuing an EOI, RFI, or RFP from supply markets disappointing, or even worse none existent?

Surely suppliers are lining up to do business with you, just sat waiting for the next order to land on their desk so they can bring all the resources and capability of their organization to service yours. This is a common misconception amongst Supply Managements stakeholders in many organizations.

Well in most businesses real life is not like that. Suppliers, believe it or not have a choice with whom they do business, or at the very least which of their customers they assign priority. Despite this many organizations still do nothing to take stock of how attractive an organization they are to their suppliers.

Some tell tale signs that your suppliers may not think you an attractive customer are:

- unnecessarily onerous terms and conditions;
- do not settle invoices on time;
- contract for larger quantities than those that actually materialize;
- have too many "emergency" requirements that mandate unneeded transactions;
- do not capitalize on supplier improvement suggestions.

Once you have become aware that buyers are competing for the resources of suppliers, it makes just as much sense for buying organizations to make themselves as attractive and easy to do business with as possible, in the same way as selling organizations.

Making your company an attractive customer to suppliers is a strange and alien concept for many purchasing managers. This is because it reverses the roles of the buyer and the seller - the role of the buyer is now to convince the seller, rather than the other way around. The complexity of supplier relationships means that the immediate paybacks are not always apparent. However, managing perceptions and misalignment in relationships, and helping suppliers to understand what they can obtain from your company, can ensure your organization benefits fully from its suppliers skills, innovation and knowhow, by commanding priority over their resources. This is very different from evaluating proposals. To read more on this topic see:

<http://purchasingpractice.com/building-the-foundation-for-preferential-supplier-treatment/>



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Corporate procurement made simple

For More Information

Purchasing Practice Inc can work with your organization to develop a strategic procurement capability that will add value and positively affect your top and bottom line. To learn more, call 1-778-988-1052 to arrange a free consultation, or visit us at www.purchasingpractice.com

Purchasing Practice –*Corporate Procurement made simple*

Purchasing Practice works with clients on the complexity and barriers associated with implementing world class procurement practices; enabling our clients to gain more control over their third party spend management, processes and supply chains, resulting in enhanced capability to deliver innovative cost effective solutions to their own customers.



We drive superior and sustainable financial performance through top line growth, free cash flow and margin improvement (in private sector companies), and best value and service excellence (in public sector organizations).

We can help your organization “make change happen” in procurement. Our services include:

Transformation Management: We will act as a change agent by working with you to articulate and communicate the need for change, develop an enterprise wide procurement blue print and support you through the implementation process.

Opportunity Assessment: By working directly with those staff responsible for committing expenditure, or managing suppliers, we will carry out a rigorous review and present our recommendations

Sourcing Management: Using our strategic sourcing service enables clients to realize full value from their supply base through leveraging our proven processes

Category Management: We work with clients to analyze spend data, define suitable categories then working on a category by category basis to deliver significant benefits

Supplier Relationship Management: We will carry out a rigorous review using proven tools and methodologies to present our recommendations.

Call us on 778 988 1052 or email us at info@purchasingpractice.com to schedule a consultation.