

Building a strong supplier network



#01

What do I need to be aware of?

Try and be aware of the degree of exposure your organisation suffers due to your supply chain.

#02

What is most important to get right?

The most important thing is having a clear prediction of the businesses needs over the next 12 months.

#03

How should I start this?

Start with monitoring, as this should give you a clear picture of your current supplier network status.

#04

Where can it be hardest to get clarity and what should I do?

Multi-sourcing as some suppliers may be reluctant to share enough information to give you a clear view of their resilience.

#05

How do I bring other people into this?

The most important person to bring into this is the supplier.

Highlighting the benefit to the supplier, such as their ability to plan and have firm order commitments, should enable them to take a collaborative view to this approach.

#06

Where is it common to get stuck?

Getting commitment from your supplier to meet your demands. This is an iterative process, so try to delicately understand all of the necessary factors impacting their ability to meet your demand before finalising any agreements.

#07

How do I judge if this is successful?

If there is a reduction in your supply chain disruption or access to opportunities increase.

#08

If I want to learn more, where should I look?

CIPS is the chartered institute for supply chain management and they publish best practice supply chain management processes.

Also, *The Beergame* App is a great way to understand the basic implications of supply chain management.



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