

SUPPLIER PERFORMANCE: RATINGS, MEASUREMENT, AND EVALUATION

When: Friday, March 26, 2010
Registration: 7:30 am
Seminar: 8:00 am – 4:00 pm (7.00 CEHs)

Deadline for Registration: Sunday, March 7, 2010

Where: On Semiconductor, 5005 E. McDowell Road, Phoenix, AZ 85005

Cost: Member: \$179.00
Non-Member: \$229.00

- 1. WHY IMPROVE SUPPLIER PERFORMANCE?**
 - Purchasing: the CEO's Secret Weapon
 - Top Management Philosophy and Leverage
 - What Purchasing Can Do for Others
 - Better Supplier Performance Improvement Programs
 - Working with Internal Customers and Clients
 - Purchasing as a Profit Center
- 2. TOTAL QUALITY SUPPLY BASE MANAGEMENT**
 - Supplier Relationship Building, Alliances, and Partnering
 - Supplier Categorization, Certification, and Supply Arrangements
 - Organizational Mission and Education Statement
 - Three Questions of Strategic Supply Planning
 - Supplier Site Visits, Qualification, and Survey Results
- 3. SUPPLIER QUALIFICATION AND SELECTION**
 - What Your Suppliers Need to Know—Welcome Booklet
 - Supplier Qualification, Financials, and Due Diligence Studies
 - Understanding the Supply Base
 - Solicitation, Purchase Commitment, and Supplier Selection
- 4. SUPPLIER PERFORMANCE EVALUATION—THE REPORT CARD**
 - Evaluating the Supplier's Performance
 - Supplier Rating System Factors
 - Process Criteria to Develop an Effective System
 - Supplier Rating System Reports and Forms
 - Rating Guidelines and Policy Standards
- 5. MANAGING SUPPLIER RELATIONSHIPS AND MEASURING THE PROCESS**
 - The Impact of Supplier Relationship Management (SRM)
 - SRM Classification and Consolidation
 - Hosting a Supplier's Day and Supplier Linking
 - Metrics—How Well Are You Developing Your Supplier Base?
 - Supply Base Management Costs
 - Metrics—How Well Are You Managing Your Supplier Base?
 - Value-Added Cost Savings
 - Cost Avoidance Accrual Methodology

About Our Speaker:

THOMAS L. TANEL, C.P.M., CTL, CCA, CISC is the President, CEO, and founding Principal of CATTAN Services Group, Inc., a logistics advisory, counseling and training firm, and has an international reputation as a Subject Matter Expert, Consultant, and Seminar Leader in Purchasing, Procurement and Supply Management, Logistics and Supply Chain Management, Negotiations, and Business Process Outsourcing. With over 35 years of experience, he offers a seasoned perspective on purchasing, supply management, and logistics through his line, teaching, staff, and consulting positions.