



Supplier Touch Plan

Who are your key suppliers? How do you communicate with them? How often? In most cases, 80% of a company's inventory is derived from 20% of its raw materials, meaning neglecting your key suppliers has the potential to have a large negative affect on your overall costs. Jacquard's Supplier Touch Plan Profit Project™ recognizes this and focuses on improving both your financial and operational performances through direct communication with critical suppliers.

Experiences

- *Need bullets*

Principles

- Focus on top suppliers and/or key parts (80/20 rule)
- Consistent communication is key
- Hold formal, scheduled reviews
- Communicate and review performance expectations

Goals

- Increase raw material inventory turns
- Increase cash flow
- Drive formal supplier interactions
- Decrease the opportunities for price increases
- Improve supplier performance

Subprojects

- Key Supplier Identification
- Key Supplier Review Process
- Product/Service Specifications
- Pricing Reduction

Measurements

- Purchases at key suppliers
- Cost decreases
- # of Supplier Touches made
- # of Inventory turns

Deliverables

A formal standard repeatable process that provides ...

- Need bullets

"Quote"

Quote Author

Jacquard's Profit Projects™

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Takes only 16 weeks to complete

What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals