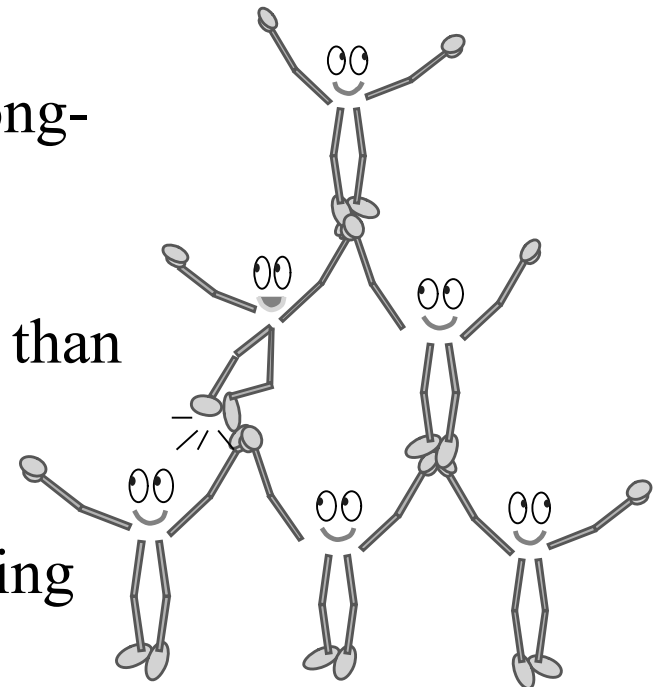


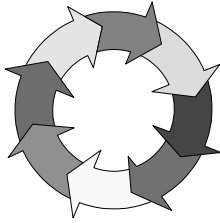


Partnerships (II)

Preview from Notesale.co.uk
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- Partnerships are appropriate for critical and bottleneck items and where the focus is on long-term product development
- They can allow you to achieve a better result than you could have achieved alone
- Partnerships require time and effort so selecting the right partner is fundamental





Partnerships (III)

How to develop a partnership:

- Becoming aware of the need for a partnership
- Conceptualising the partnership
- Pursuing the partnership
- Confirming the partnership
- Implementing and administering the partnership
- Assessing the partnership
- Terminating the partnership



Which approaches to supplier relationships does your company use?

Type of relationship/contract	Approximate number of suppliers involved
Spot purchase	
Regular trading	
Call-off contracts	
Fixed contracts	
Partnerships	
Joint ventures	

Supplier Perceptions

