



Market leading purchasing education

Supplier assessment and evaluation

How do you correctly assess a supplier? And afterwards, how do you know that you chose the right one?

Both those questions are a part of every purchaser's absolute core questions. And with today's enormous, global supplier market, both assessments and valuations are difficult to carry out. An incorrect suppliers agreement can cause your own company and its customers major costs and a lot of unnecessary work.

Supplier assessment and valuation

- How do you correctly assess a supplier?
- Tools for understanding and analysing the business situation
- Finding the right assessment criteria for the right product/service
- Developing supplier relations.



Supplier assessment and valuation

Assessing a supplier's ability to meet demands for a specific transaction is a key competence for purchasers. During the course you will learn methods for assessing the business situation so that you have the right content and scope in your assessment. An overview will be carried out of different assessment criteria and several examples will be given regarding effective help resources that can be of use in the assessment of suppliers. In the course you will also learn to follow-up on business relations and to identify mutual improvement areas.

Contents

- Tools for understanding and analysing the business situation
- Finding the right assessment criteria for the right product/service
- Working with spread sheets
- Weighting of assessment criteria
- Assembling the right competence for optimal assessment
- Assessment of tenderers
- Communicating/justifying assessments
- Supplier valuation – following up on performance
- How both parties can develop the relation

Purpose and educational objectives

The course will provide you with a good foundation for making professional supplier assessments prior to a purchase or supplier co-operation, and also supplier evaluation after or during an ongoing transaction.

Who should attend?

People who are working with, or will start working with purchasing on a full-time or part-time basis, as well as people who make corporate analyses or are responsible for supplier assessments.



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