

SUPPLIERS RELATIONSHIP VISION



SUPPLIER RELATIONSHIP MANAGEMENT (SRM)

SRM is an integral part of the missions of the procurement functions. In the current uncertain and volatile context, creating the conditions for a lasting and trusting partnership relationship with its key suppliers is strategic. Thus a management steering of the relations with suppliers from a common development perspective is recommended → WIN-WIN by 5 main axes:

1. **(Re)Define the contractual framework**
2. **Bet on a digital SRM solution**
3. **Manage Suppliers Risks**
4. **Meet the payment deadline**
5. **Build a true company/supplier partnership**

“The value of supply chain data will never be highlighted enough. Vendor relationships are complex, and typically, data about those relationships is spread across multiple solutions that don’t communicate with each other. The first step in data is to gain visibility into supplier relationships across all data and make it visible to all stakeholders.”