



Inc.

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Vendor Partnership in Specialty Contracting Kick-off Workshop

This intensive working session is designed to establish the basis for the partnership between the specialty contractor and their distributor partner. The vendor partnership approach has demonstrated significant cost savings for both partners when they understand each other's issues and work together to find solutions. Up to now, because of the typical adversarial relationships, the hidden costs and the other affects of direct purchasing have not been clearly defined. By reducing the costs associated with procurement, contractors and their distributor partners will be able to outperform their competition and dramatically increase profits.

Topics include:

- Operational models for contractors and distributors
- Procurement cost drivers
- In-depth understanding of the interfaces in the procurement process
- Issue resolution and procurement process measurement

This workshop brings together key contractor and vendor partner personnel so that everyone understands the purpose of the partnership and how it is intended to work.

Participants completing the workshop will

- Have a working knowledge of the current issues with the procurement process
- Established a cross-functional team to manage and improve the process
- Developed an issue resolution process that everyone understands
- Identify specific cost savings opportunities
- Be ready to pilot vendor partnership on selected contracting projects