

Supplier selection is one of the most important issues many large companies face.

## Benefits of Supplier Management:

1. A manageable supplier base, leading to enhanced efficiency.
2. Faster time to market.
3. The ability to tap into the innovation skills of capable suppliers.
4. Reduced transactions and thus greater procurement team productivity.
5. Cost reductions of 2% to 3% beyond other cost-saving measures.

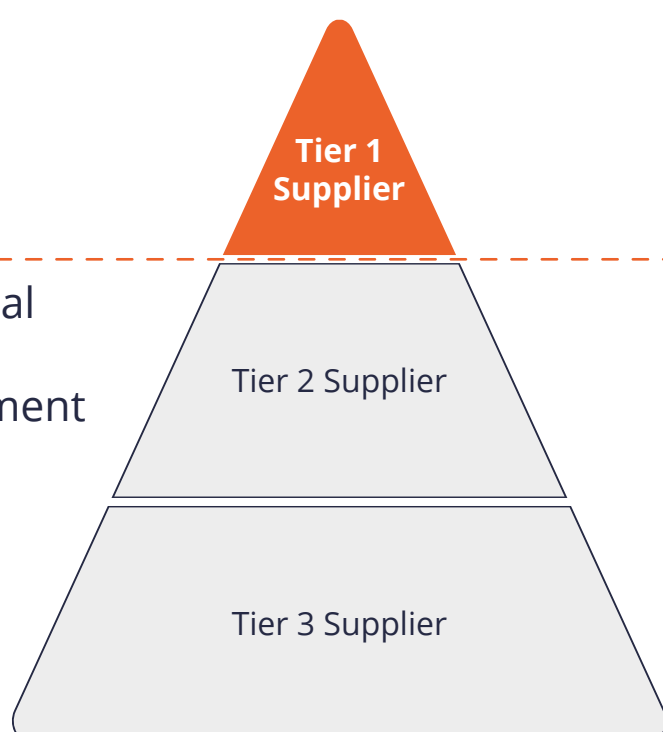
## Approach



## Supplier Relationship Management (SRM)

### SRM

Traditional Supplier Management



SRM is one approach to **connect the supply chain and the key suppliers with the strategic interests of an organization**, to successfully identify and drive untapped business opportunities.