



EFFICIENT SUPPLIER RELATIONSHIP MANAGEMENT (SRM)

PROCESSES & METHODS FOR SUSTAINABLE IMPROVEMENT OF SUPPLIER RELATIONS

In this seminar all elements of a systematic approach towards a successful supplier relation management system will be introduced. From supplier identification and supplier evaluation to supplier development initiatives all aspects will be discussed. The objective is to position SRM as a vital and integrated lever connected to category management strategies and cost saving initiatives.

TARGET GROUP: Buyers who are involved in national and international supply markets and in charge of supplier management activities as well as in all initiatives to improve supplier performance parameters

TRAINING METHODS: Lectures, group discussions, case studies and group work

TRAINER: Hanno Dettlof



www.bme.de/eng-srm

TOPICS

Introduction to SRM

- › Definitions and objectives of SRM
- › Successfactors & benefits of a professional SRM programme
- › Elements of a complete SRM system
- › Digitalization of SRM processes
- › Organizational preconditions for SRM

Supplier Identification

- › The role of continuous market research for successful scouting and preventive risk management
- › Supplier registration method, the objective and introduction of business cases

Supplier Selection

- › Supplier selection methods
- › Prequalification criteria including sustainability assessments
- › Supplier self-assessment tool, the objective and introduction of business cases
- › Supplier evaluation prior to deliveries
- › Introduction of the SCOPE model
- › The instrument of a cost/benefit analysis and related case studies

Supplier Evaluation & Development

- › Methods of supplier evaluation
- › Benefits of a powerful supplier evaluation system
- › Derailers of most supplier evaluation systems
- › Problems of subjective evaluation criteria
- › Segregation of material and service evaluations
- › Supplier development matrix
- › 4 motivation strategies for supplier development
- › Recommendations to structure development process and meetings
- › Monitoring supplier development activities with supplier balanced scorecard

Supplier Classification/Segmentation

- › Definition and benefits of supplier classes
- › Supplier vs. customer expectations
- › Misinterpretation of supplier classes
- › Contractual aspects of supplier segmentation
- › Linkage of supplier classes with procurement strategies

Collaborative Tools

- › Cost analysis tools
- › TCO concept
- › Innovation and idea management
- › Risk management
- › Supplier workshops/supplier days
- › Value analysis



Would you like to book this training course as an IN-HOUSE TRAINING? Contact us at inhouse@bme.de or call +49 6196 5828-251.



19. – 20.05.2026
17. – 18.11.2026



ONLINE
ONLINE



382630515
382631113



+ VAT

1.495,-
1.495,-



ONLINE:
1st Day: 09.30 – 17.00
2nd Day: 08.30 – 16.30



06196 5828-200



06196 5828-299



anmeldung@bme-akademie.de



www.bme-akademie.de