

Developing and Launching a Supplier Management Program

AT A GLANCE

Key vendors can make or break your business aspirations. Active management of strategic suppliers goes beyond performance scorecards and quarterly business reviews. Engaging with the right internal and external stakeholders, fostering team governance, and developing shared expectations and goals is critical to ensuring a successful relationship.

The engagement exceeded my expectations. Nagel Strategies helped set up the team for success; built & led the initial workshops and onboarding materials; and brought many great suggestions to the way that we connect with stakeholder & the management team.

WHAT I DID

I advised the functional leader on overarching goals, team structure, and approach to implementation. I developed deep-dive supplier profiles and facilitated a workshop to align the plan with key stakeholders. An onboarding and training program included a curriculum of business overviews, databases, tools, and templates. After the launch I developed a dashboard to communicate program status and successes to leadership which is now updated and published monthly.