



CONSULTING: SUPPLIER DEVELOPMENT

Growth requires coordination and alignment with suppliers on objectives, processes, and standards of excellence, and levels of performance. External support is an excellent facilitation tool to ensure alignment and a common foundation for growth. When companies want to succeed in building global supply chains despite the risks, they turn to Boston Strategies International for benchmarking, auditing, negotiation, and logistical planning.

Sample Projects

- For an oil and gas company, supported negotiations for long-term supply agreements of capital-intensive rotating equipment such as turbines, compressors, and pumps. Developed historical and projected capacity, demand, and price trends. Recommended negotiation and positioning strategies. Benchmarked and specified materials management, engineering, logistics, and purchasing mechanics to be implemented over the course of a 10-year agreement with renewal options.
- For one of the world's largest metals manufacturers, developed supply risk mitigation strategies including prequalifying and recommending alternative suppliers for critical materials and critical capital equipment spares and components. Each new supplier required 18 months of qualification plus extensive further introduction of actual components into multiple mills and under various conditions to assure complete qualification.
- For a specialty minerals company, conducted extensive sourcing of minerals and chemicals from China, Turkey, Brazil, and the Middle East, and developed a multi-phase transition plan for switching suppliers in order to assure 100% success in multiple operating environments characterized by different temperatures, chemical compositions, and customer-specified tolerances.

