

## ASSIGNMENT FEDERAL DELIVERY

2. Develop and discuss a  $2 \times 2$  approach that requires users to segment purchase requirements according to variables that you determine are important. Be sure to identify where this segmentation tool fits within the strategy development framework.

In my view they need a strategic vision. I guess that the different strategies used by sourcing groups within Federal Delivery, respond to different approach due the lack of a single Sourcing Strategy.

First, I would add the purchasing volume of the whole groups, in order to have a whole overview of the different categories. Then, I would use the Kraljic Matrix to segmentate the suppliers and products in four groups as follows, where X is the supply risk and Y is the profit impact.

The idea is to concentrate our effort in to identify the Leverage, strategic, Non-Critical and Bottleneck items and developing a consistent and coherent sourcing strategy, as follow:

