

Template: Supplier Evaluation Scorecard

Compo

Evaluation scorecard	Weight in %	Score 0-5 pts.	Total
Supplier name:			
Price per unit	50%	5	2,5
Quality	20%	4	0,8
Delivery on-time	15%	3	0,45
Order cycle time	15%	2	0,3
Overall score	100%	14	4,05

Damian

Evaluation scorecard	Weight in %	Score 0-5 pts.	Total
Supplier name:			
Price per unit	50%	4	2
Quality	20%	3	0,6
Delivery on-time	15%	5	0,75
Order cycle time	15%	1	0,15
Overall score	100%	13	3,5

Exeter

Evaluation scorecard	Weight in %	Score 0-5 pts.	Total
Supplier name:			
Price per unit	50%	3	1,5
Quality	20%	5	1
Delivery on-time	15%	4	0,6
Order cycle time	15%	5	0,75
Overall score	100%	17	3,85

Conclusion / recommendation:

According to the Evaluation the Compo become the best score, basically due to the ponderation of 50% in the price score.

Question 2: Develop a Sourcing Strategy

According to the information given in the case about the category, is very high in value, on a low-risk, I would say that we are talking about a Leverage Category. Since this Category is about price, I would try to implement some kind of E-Auction in order to get the best price. On the other hand I would look for new suppliers, who bring more competition to the Categorie having a positive impact on prices. Lastly I would contact to the Plant Production in order to adapt our Stock to the Order Cycle if the best Price, defining an optimal stock.