

Supplier Evaluation Assessment

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Start by listing the ten most frequent places you shop (personally or business). Can you estimate the approximate share of your purchases for each place?

Note: if you do not feel comfortable using real store names, you do not have to. Also, you can use percentages for the share.

- Radhuni Hotel - 5%
- Chillox -15%
- Evaly - 5%
- Shwapno - 13%
- Meena Bazar - 5%
- Madchef - 10%
- Bata - 8%
- Xiaomi - 25%
- Daily Book Store - 2%
- Uber - 7%

What categories of suppliers make sense for your situation? What do you name the categories? How do you assign the categories (what are your two dimensions)? Which of the suppliers you previously mentioned go into which category?

Note: it is okay if you want to use the common Strategic, Bottleneck, Leverage, and Routine delineation here - but if you can improve on it, that would be even better. Remember, the two dimensions are Profit Impact and Supply Risk.

- Strategic - Xiaomi, Chillox, Madchef
- Bottleneck - Evaly, Shwapno
- Leverage - Radhuni Hotel, Bata, Meena Bazar
- Routine - Daily Book Store, Uber

For each of the suppliers who you mentioned (and placed in a respective segment) evaluate your relationships with each of them. Specifically, focus on the unique value you receive from them and the unique value they receive from you (revenue enhancements, cost savings, innovation, flexibility, etc.).

- Radhuni Hotel - Not totally dependent, Low cost, flexible service comes with better value
- Chillox - Largely Dependent, Not Enough other vendors, Supplier of high demand products
- Evaly - Not too many sources of product, Margin of Profit or service is very small
- Shwapno - Largely Dependent, Not too many sources of product, Margin of Profit or service is very small
- Meena Bazar - Not totally dependent, Low cost, flexible service comes with better value
- Madchef - Largely Dependent, Not Enough other vendors, Supplier of high demand products
- Bata - Not totally dependent, Low cost, Good service, flexible service comes with better value
- Xiaomi - Largely Dependent, Not Enough other vendors, Supplier of high demand products
- Daily Book Store - Multiple Sources of service exist, Less impact of service, Low risk
- Uber - Multiple Sources of service exist, Less impact of service

Outline an action plan to streamline your purchases from your suppliers.

- Radhuni Hotel - Focus on maximizing the benefit from this service, no extra effort for mitigating risk
- Chillox - Should maintain the benefit of both side, important to business, Innovation can be brought by working side by side
- Evaly - No extra effort to increase profit or service, extra effort and secured steps should be initiated to remedy the risk
- Shwapno - No extra effort to increase profit or service, extra effort and secured steps should be initiated to remedy the risk
- Meena Bazar - Focus on maximizing the benefit from this service, no extra effort for mitigating risk

- Madchef - Should maintain the benefit of both side, important to business, Innovation can be brought by working side by side
- Bata - Focus on maximizing the benefit from this service, no extra effort for mitigating risk
- Xiaomi - Should maintain the benefit of both side, important to business, Innovation can be brought by working side by side
- Daily Book Store - No particular special effort, no special consideration, should be continued the way it is going on.
- Uber - No particular special effort, no special consideration, should be continued the way it is going on.