



HOW SUPPLIERS & CUSTOMERS WORK TOGETHER? PART 02

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HOW SUPPLIERS & CUSTOMERS WORK TOGETHER?

**COMPANIES FOLLOWING THE JIT SYSTEM SHOULD PURSUE THE
“ONE SUPPLIER PER PRODUCT” OBJECTIVE**

**JIT FIRMS SHOULD HELP THEIR SUPPLIERS MAKE THEIR
PRODUCTION PROCESS EFFICIENT AND DELIVER QUALITY PRODUCTS**

SUPPLIERS MIGHT NEED FINANCIAL AID FROM BUYERS

**IN SUCH CASES, YOU MAY PROVIDE FINANCIAL HELP TO YOUR
VENDORS TO KEEP SUPPLYING MATERIAL W/O INTERRUPTIONS**

**YOUR ORGANIZATION CAN FACILITATE SOME TECHNOLOGY
SYSTEMS TO EXCHANGE INFORMATION**

**LONG-TERM CONTRACTS HELPS AVOID PAPERWORK SEARCHING
FOR NEW BIDS AND BUILDS CONFIDENCE IN THE RELATIONSHIP**

HOW SUPPLIERS & CUSTOMERS WORK TOGETHER?

SELECTION OF A SUPPLIER AND THE RELATIONSHIP WITH IT IS IMPORTANT FOR THE SUCCESS OF A BUYER

FOR THE CUSTOMER:

- **IT INCREASES CONTROL OVER PURCHASING ACTIVITIES**
- **ELIMINATES INSPECTIONS AND**
- **REDUCES PAPERWORK**

FOR THE SUPPLIER:

- **IT INCREASES THE VOLUME OF BUSINESS AND**
- **HELPS MEETING SCHEDULES CONSISTENTLY**