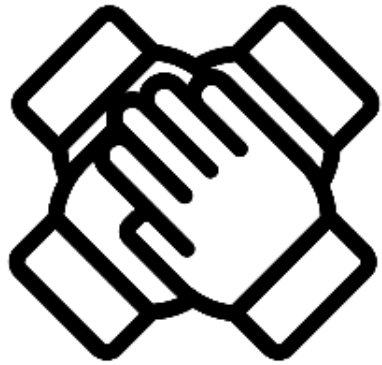


A top-down view of a person's hands in a dark suit pointing at a trading graph on a desk. The desk is cluttered with various items: a laptop, a calendar, a pen, and several documents. One document features a pie chart with segments labeled 50%, 30%, 15%, and 5%. Another document shows a line graph titled 'Trading Graph' with a fluctuating line. A calendar in the bottom left corner shows dates from 2 to 26, with a yellow sticky note on the 5th that says 'Dinner with family 5:15 pm'. A dark grey semi-transparent box on the right side of the image contains the main title in white text.

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT OF JIT?

2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT?



TEAMWORK



DISCIPLINE



**SUPPLIER
INVOLVEMENT**

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT?

AIGPE

JIT REQUIRES RELIABLE SUPPLIERS WHO CAN SUPPLY HIGH QUALITY COMPONENTS & MATERIALS IN REQUIRED QUANTITIES

JIT ORGANIZATIONS:

- **MAINTAIN LONG-TERM BUSINESS RELATIONSHIPS WITH A FEW SELECTED SUPPLIERS**
- **INVITE SUPPLIER'S REPRESENTATIVES IN DESIGN REVIEWS TO SUGGEST IMPROVEMENTS IN DESIGN & METHODS**
- **HAVE CONTRACTS WITH SUPPLIERS TO PROVIDE SUPPLIES OF REQUIRED QUALITY SPECIFICATIONS & TARGET PRICES**

THE CONTRACT SHOULD BE REASONABLY PROFITABLE TO BOTH – THE SUPPLIER & YOUR ORGANIZATION

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT?

AIGPE

SUPPLIER SHOULD ABIDE BY RULES OF THE CONTRACT & SUPPLY MATERIALS WITHIN THE TIME SPECIFIED

YOUR ORGANIZATION CAN:

- **PROVIDE ASSISTANCE TO IMPROVE SUPPLIER PRODUCTIVITY & PRODUCT QUALITY**
- **SHARE ITS PRODUCTION PLANS & SCHEDULES WITH YOUR SUPPLIERS**

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT?

AIGPE

IN JIT, PRESENCE OF TRUST & COMMITMENT BETWEEN SUPPLIER & YOUR ORGANIZATION IS VERY IMPORTANT

THIS HELPS BOTH ACHIEVE HIGHER PRODUCTIVITY LEVELS

THE ATTITUDE OF EACH PARTY SHOULD BE FAIR

**LONG-TERM CONTRACTS PROVIDE SECURITY TO YOUR SUPPLIERS
AS LONG AS THEY ARE COMPETITIVE & COMMITTED**

HOW IS SUPPLIER INVOLVEMENT AN ESSENTIAL ELEMENT?

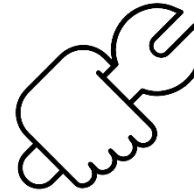
BUILDING EFFECTIVE PARTNERSHIPS DEPENDS ON:



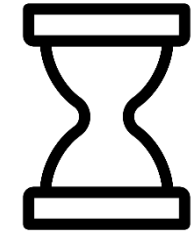
TRUST



COMMUNICATION



**LINEARITY OF
PRODUCTION**



**TIME TO
MAKE CHANGES**



**SUPPLIER SHOULD TRUST HIS CUSTOMER
HAVE CONFIDENCE THAT YOUR
ORGANIZATION WILL:**

- **PROVIDE THEM WITH MORE BUSINESS**
- **MAKE TIMELY PAYMENTS**

...IF REQUIREMENTS ARE MET

**THIS MAKES BOTH FIRMS WORK MORE
CLOSELY**



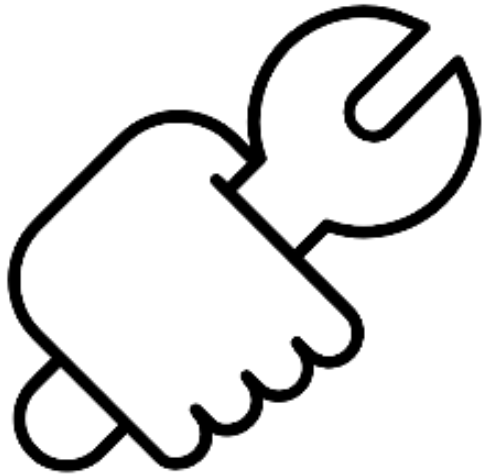
PLAYS AN IMPORTANT ROLE

ESTABLISH A BUYER-QUALITY ENGINEER TEAM

SUPPLIERS SHOULD:

- **INFORM ABOUT NEW PROGRAMS TO IMPROVE QUALITY**
- **ENSURE TIMELY DELIVERY OF SUPPLIES**

LINEAR PRODUCTION SCHEDULES

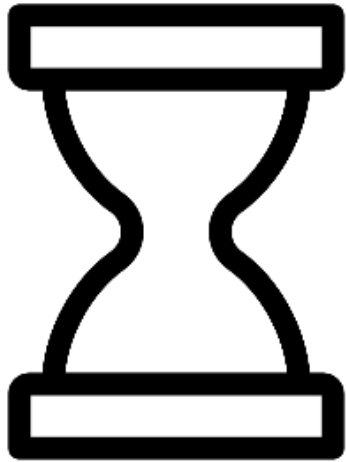


**RELATES TO PRODUCTION SCHEDULES
DEVELOPMENT WITH UNIFORM
WORKLOADS**

**SUPPLIERS SHOULD TAILOR THEIR
SCHEDULE TO YOUR ORG NEEDS**

**REQUIRES: ELIMINATION OF PRODUCTION
BOTTLENECKS, BALANCE IN PROD
SYSTEMS & REDUCTION IN SETUP TIME**

TIME TO MAKE CHANGES



YOUR ORGANIZATIONS SHOULD PROVIDE ENOUGH TIME TO SUPPLIERS TO RESPOND TO CHANGES IN DEMAND

SUPPLIERS MAY HAVE TO PURCHASE NEW MATERIALS, ADD MORE MACHINERY, HIRE & TRAIN LABOR, ETC