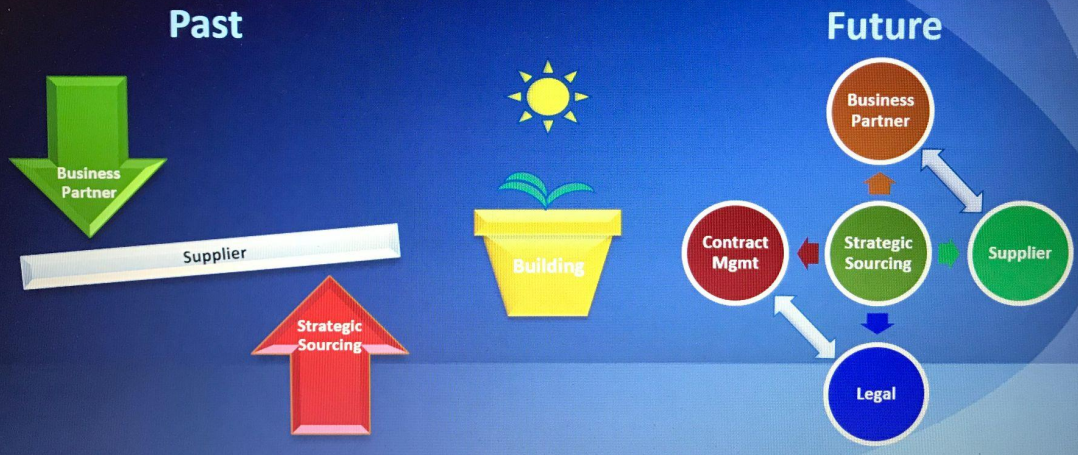


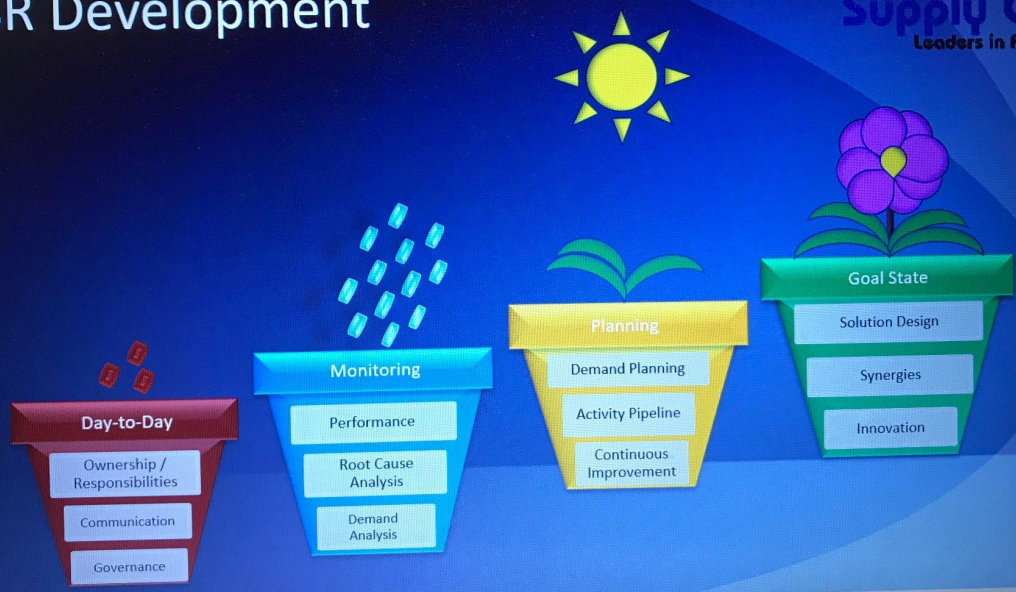
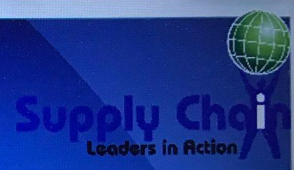
Presentation of Supplier Relationship Management by Mary Iazzetta



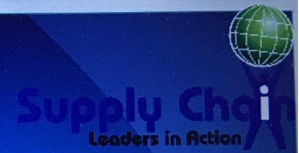
SR Dynamics



SR Development



SR Management (SRM) Progress



Supplier Performance

- Anecdotal
- Scheduled
- Weighted
- Data driven

Innovation

- None
- Exception
- Scheduled
- Continuous

Delivery Models

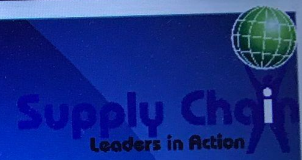
- Fixed
- Reactive
- Forecasted
- Agile

Commercial Structures

- Resource
- Effort
- Output
- Service



SR Management (SRM) Progress



Supplier Performance

Anecdotal

Scheduled

Weighted

Data driven

None

Innovation

Exception

Scheduled

Continuous

Fixed

Delivery Models

Reactive

Forecasted

Agile

Resource

Commercial Structures

Effort

Output

Service





SRM Benefits

