



## Study Guide

### Collaborating & Innovating with Suppliers: 3 Steps That Make It Succeed

#### Session Description

This webinar focuses on how to identify and organize high-potential joint projects with suppliers and achieve buy-in from both organizations. It also covers the project management and execution required to ensure procurement reaps the rewards for all their hard work.

Key take-aways:

- Why it is important to collaborate and innovate with suppliers
- How to successfully manage supplier collaboration projects
- The importance of supplier plant tours, when possible

#### Reflection Questions

1. What types of unique information and insight can suppliers offer their customers?
2. What are the three steps that make supplier collaboration/innovation succeed?
3. What rule of thumb can help you determine how important your volume is to your supplier?
4. What are some unique things you can learn by conducting a plant tour?



5. How can you make a good impression on your suppliers and why is that important?

6. What elements should be formalized in writing before starting a collaborative project with a supplier?

7. How can each supplier collaboration project be used as a learning opportunity to improve future projects?

8. What is the best way to communicate results and lessons learned from supplier collaboration projects?