



Key Supplier Management

Globally working together with suppliers in Key Supplier Management contributes to risk mitigation, global winning partnerships for the future, cutting-edge technology & innovation, competitive advantage versus our competitors and of course increased leverage possibilities.

In 2008 we have started with the top 20 suppliers based on spend. In AkzoNobel each supplier has a key account manager to develop an understanding of the interdependencies and understand the different BU and spend area strategies towards a supplier. The key account manager needs to find ways to align these in such a way that benefits the overall relationship between the supplier and AkzoNobel.

Next to the key account manager, a BU manager is also assigned to accompany the key account manager in his key supplier meetings. These two people are the key people to coordinate the relationship across AkzoNobel.

In the key supplier meetings we are looking for a mutual understanding. We need our suppliers to put effort in delivering innovations where we need them. In other words, we will have to communicate our future needs to make sure we continue to align and improve this fit brings us to the next level. Our suppliers need to help us to become the winners of tomorrow and by doing so, so will they. It is not just about leveraging our big spend to get lower prices or an additional commission; it is about creating a win-win relationship which makes today's winners also the winners of tomorrow