



Key Success Factors for an SME Supplier Development Program

Enrico Mina

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All companies compete in their primary markets with their entire upstream supply chains behind them. Many suppliers are small and medium-size enterprises (SMEs). Any failure on their part will disrupt the big enterprise's operations. How can a big enterprise help develop its SME suppliers so that they will consistently deliver high quality inputs, on time, and with competitive costs? For big enterprises that are willing to invest in developing long-term partnerships with their high-potential suppliers, this book identifies, using data from an actual SME supplier development program initiated by big enterprises, key success factors that will increase the probability of SMEs achieving improved levels of quality and productivity.

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