

Strategic Sourcing

The Sourcing Challenge

Corporate sustainability. Sourcing diverse suppliers. Social responsibility. Supplier development. In a global economy, procurement and supplier diversity executives must balance these challenges every day. Supplier quality management is now a leading business practice, because the cost of poor quality can be very damaging to a company.



Today, minority and women-owned companies are the fastest growing segment of new business in the United States. As a result, most Fortune 500 companies have supplier diversity departments and spending goals, which substantiate their company's commitment to this effort.

Yet, how do corporations source qualified diverse suppliers?

Is the potential for opportunity with these new suppliers worth the possible risk and exposure in your supply chain? How do your supplier diversity efforts align with your company's sustainability and social responsibility goals?

In our work with supplier diversity and procurement executives, we can substantiate that these factors strongly influence strategic sourcing processes.

Our solution: develop a supplier quality program.

Smart companies realize that supplier development is an imperative, especially with diverse suppliers.

Being certified to a quality management system like ISO 9001 ensures the supplier is a quality organization, thereby reducing risk in your supply chain.

Reducing Your Risk: DEVELOP A SUPPLIER QUALITY EDUCATION PROGRAM

You CAN reduce supply chain risk while increasing your number of diverse suppliers by educating or requiring that these suppliers certify to a quality standard like TL 9000, ISO 9001 and ISO 14001.



By educating or requiring that your suppliers certify to a quality standard like ISO 9001, you can be assured that these suppliers are quality organizations with strong business systems that are audited each year by an independent third party.

An added benefit is this may reduce or eliminate your need to conduct supplier audits.

You can use quality certification as a sourcing benchmark for any new

supplier that wants to enter your supply chain.

We have seen several corporations use quality certifications to increase their pool of qualified diverse suppliers and reduce supply chain risk in the process.

The same is true for any level of supplier in your supply chain, regardless of their diversity status.

The smallest mistake by any Tier 2 or Tier 3 supplier can create a ripple affect throughout your entire organization

and impact your own on time delivery.

BIZPHYX develops cost-effective solutions to help any of your suppliers achieve ISO 9001, TL 9000 and ISO 14001 certification.

We can also deliver quality management education to your procurement employees and suppliers, on-site or by webinar.

A WBE In Edwards, Colorado

"...Without these certifications, I can say we would not have met the qualifications for some major contracts we received in the past year. Not only did we receive the contracts, but when looking at the customer's requirements-implementation



We assist clients in many industries such as telecom, pharma, energy, aerospace and transportation.

of a QMS helped us meet those requirements in such a way, that we are better able to deliver on-time and with fewer problems."

LISA HANLON,
TELTECH COMMUNICATIONS

Supplier Development

Drive Costs Down, Improve Productivity and Manage Risk



BIZPHYX offers several supplier development solutions that can help you reduce risk and create a healthier supply chain, by improving the performance of your suppliers:

- Supplier Education
- Supplier Quality Programs
- Diverse Supplier Support
- Scorecard Development
- Supplier Audits
- Corporate Sustainability Consulting: ISO 14001

Supplier audits are a great way to ensure that suppliers are following the processes and procedures that you require.

Supplier scorecards are excellent tools to measure and analyze this supplier performance. We can train your audit staff on how to execute more effective supplier audits and also provide internal audit training for quality management systems.

Do some suppliers tell you that they are green? As much as 50% percent of a company's carbon

"...Implementing a quality improvement process gave my company the structure we needed to prepare for growth. It gave me a way to measure our customer satisfaction and service performance in hard numbers."

CINDY KAZEE, PRESIDENT, UNDC

footprint stems from its supply chain. What can you do to make sure suppliers meet environmental targets?

Suppliers certified to a standard like ISO 14001

can substantiate their environmental goals are being achieved, because ISO 14001 is an audited environmental system.

Integration of ISO 14001 certified suppliers into your supply chain, can be an important aspect of an overall corporate sustainability effort.

We can help your suppliers certify to ISO 14001, the environmental management system.



EXPERT ADVICE

"The templates, information and training provided by BIZPHYX make implementing ISO 9001:2008 and TL 9000 a manageable process – especially for a small company."

-TRIAGE PARTNERS

Supplier Education Programs

BIZPHYX provides comprehensive training programs that can assist your suppliers, procurement managers and supplier diversity staff. BIZPHYX has the distinction of two TL 9000 Master Trainers on staff.



An important part of supplier education, is to help diverse suppliers understand what quality management systems are and how to achieve certification. Whether you require this or other quality training, as subject matter experts, we offer a comprehensive line-up of courses on TL 9000, ISO 9001, ISO 14001, internal audit, measurements, implementation, risk management, marketing, Lean Six Sigma, corporate sustainability and much more.

Unlike other training providers who only offer expensive public courses, BIZPHYX offers a unique approach to quality training by providing clients with multiple training options. Our training is delivered

through public courses, on-site training (instructor led), webinars and through our own e-learning management system (LMS), known as BIZPHYX University, which is AICC and SCORM compliant.

Throughout the year, we offer reasonably priced webinars on leading-edge topics. For a complete list of current courses, webinars and complimentary audio FAQs, please visit: www.bizphyx.com

BIZPHYX is a certified WBE and a global QuEST Forum selected training provider. We are members of the American Society of Quality and the Institute For Supply Management.