

# SUPPLIER DEVELOPMENT

Improve the performance of your supplier base



# 2

Days

Stable and reliable suppliers which constantly improve their performance are the ideal situation which procurement is looking for. However, not every supplier already has the capabilities and know-how to improve continuously on its own. Therefore supplier development - initially applied in the Automotive Industry and for years gradually applied in other industries, is a key activity to ensure a disturbance free supply with procured parts. The Staufen approach consists of five interlinked and individual service modules for holistic supplier development. We offer a comprehensive picture of the state-of-the-art processes, methods and tools. Senior consultants with rich experience in different industries ensure efficient transmission of knowledge.



## The Trainer

**Hank Liao** during his work at SDEC gained profound knowledge in product technology, mold design and process re-organization of a company branch. At SVW PT he improved supplier quality to ensure flawless production and joined the Polo's 2006 MY launch. As supplier quality & development team leader at GM China he worked on projects regarding PPM reduction and disturbance-free production. He managed Advanced Product Quality Planning (APQP), developed supplies with Quality System Basic, Global Manufacturing System and Lean tools. At Staufen China he was involved

in projects referring to intelligent plantplanning & realization, delivery reliability, supplier development and Lean Production such as Haier intelligent factory planning, Korea Jinyang / Edscha in-house logistic, Romay order fulfilment and quality improvement, Jincheng PPM reduction, Daimler / Schaeffler supplier development with VDA6.3. Furthermore he helped automotive suppliers to implement best supplier characteristics through process optimization and leadership excellence. Hank Liao joined Staufen Shanghai in 2012 and is currently working as Principal.

**STAUFEN.**

Shanghai,

March

27<sup>th</sup>-28<sup>th</sup>

09.00 am - 05.00 pm  
(2 days)

Target Group

Procurement managers and expert, sourcing managers

Language: Chinese  
Fee: 4800 RMB



## Benefits to your daily business:

In this two-day seminar, through the use of a modular approach based on the product development process and the application of Best Practice methods and tools you will understand the importance of supplier development within your organization. Moreover you will understand typical OEM requirements for quality and delivery reliability.

## Agenda: 09.00 am - 05.00 pm

- Introduction to the importance of supplier quality management
- Modular approach to product development process
- Introduction to related methods and tools
- Case discussion of supplier development
- Introduction to typical OEM requirements
- Sharing of practical experience

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