









## + Addressing Strategically



## Where can you engage suppliers?

- · Buyers or Commodity Managers?
- · Account Managers?
- · Executive Communication?
- Engineering or Product Collaboration?
- · Contracts or Purchase Orders?
- · Supplier Measurement Tools?
- · Business Reviews?

## What is your leverage?

- · Spend or Volume?
- · Future Business?
- · Compliance or Norms?
- · Partnership?
- · Visits?