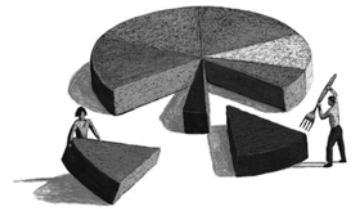


# How large buyers manage their suppliers in China?

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## How do great firms manage their Chinese suppliers?

- I. The Big Picture –
  - I. The supplier perspective
  - II. The issues in supply chain management
  - III. Cross country comparisons
- II. Total cost of ownership and performance measurement
  1. Performance measurement practices
- III. Other practices
  2. Performance monitoring practices
  3. Cost management practices
    - A. Specialist purchasing managers – cost down
    - B. Cost leadership measure
    - C. Many Suppliers → Benchmarking
    - D. Supplier Location
- I. Summary

# Background

## – Who I am and What I have done?

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**Table 1: General information of the buyer firms and their suppliers**

<i>Buyer</i>		MP3-A	INT-B	USB-C	MOB-D	MOB-E	MOB-F
1.	Major Product	MP3 Players and accessories	Internet connection hubs	USB flash drives, Portable hard drives	Smart/Mobile Phones	Smart/Mobile Phones	Smart/Mobile Phones
1.	Nine Interviewees – buyer (interview duration)	Procurement manager (2 hours)	Procurement manager (2 hours)	Global supply manager and procurement manager (3 hours)	Procurement manager (1 ½ hour)	Purchasing manager, logistics manager and senior accountant (3 hours)	Production design manager (2 hours)
<i>Supplier</i>		Supplier A	Supplier B	Supplier C:	Supplier D:	Supplier E: Supplier F:	Supplier G
1.	Major product	Crystal	Fiber optics	Plastic housing	Battery	Camera (F) Printed circuit board (G)	Video display module
1.	Eight Interviewees – supplier (interview duration)	Sales Manager (1 hour)	Network operations manager (1 hour)	Quality control engineer (1 hour)	Quality control engineer (2 hours)	Quality control engineer, Sales manager (F) (2 hours) Sales manager (G)(1 hour)	Production design manager (2 hours)

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