

GROWING YOUR OWN BUSINESS: A WORKBOOK

EXERCISE 3.23

SUPPLIER-BASE ANALYSIS

Analyse your whole supplier-base to identify:

- > The 20% that make up 80% of purchases/profits
- > Future supplier/purchases potential
- > Future potential partners/alliances
- > Possible problems

Suppliers	% Purchases	Potential for:		
		Purchases	Partnership/Alliance	Problems
1.				
2.				
3.				
4.				
5.				
Total				