

Partnership: everybody likes it!...

"The problem with strategic partnerships is that very few suppliers (not more than 20%) have the competencies required in order to become a strategic partner."

*Werner Kalbfuss, Head of Strategic Procurement, Carl Zeiss AG
September 2000*

In order to avoid disappointments:

- Discuss what each side understands under the word "partnership". Draw a joint list of your expectations concerning the way of working together.
- Define upfront:
 - the ground rules that you both wish to observe when working together;
 - the criteria that you will use to assess the quality of your partnership;
 - the modalities of the review process.