Supplier Positioning Tool

This tool helps a buyer make strategic procurement decisions and assists with negotiations relevant to procurement.

Attractiveness of business

Dollar value of business

**Notes**:

* **Development**: This quadrant is generally where the supplier sees distinct advantages in supplying Unitec with goods/services (supplying goods not yet in New Zealand, desirability of working with Unitec, pilot work leading to more business) and is willing to compromise on price. Unitec is looking for very good value for money in this quadrant.
* **Core**: This is where the supplier sees business with Unitec as core business (i.e. loss contract with Unitec equals significant loss to business). In this quadrant Unitec is also looking for very good value for money.
* **Nuisance**: Low dollar value and an unattractive business proposition may result in poor margins for the supplier, which may reduce the supplier’s desire to provide competitive or tailored products or services (i.e. be complacent). One way of avoiding this situation is to use existing syndicated contracts.
* **Exploitable**: This is where Unitec is open to being exploited, for example, where there is a monopoly supply or where the cost to change supplier is high (e.g. penalty clause). Moving to a more favourable quadrant or minimizing the degree to which Unitec is able to be exploited. Options include open book negotiations, using specialist negotiators and using existing syndicated contracts.