

DEVELOPMENT OF AN INTEGRATED SUPPLIER QUALIFICATION MODEL

Motivation: The study presents a model for qualifying suppliers. This model was subdivided into dimensions, which are structured according to a set of developed approaches.

When companies and suppliers decide to maintain a relationship of credibility and trust, they tend to support their projects with the possibility of promising future results. According to the studies carried out by Bhardwaj & Ketokivi (2021), we can see that in the absence of dependence, the contractual relationship is probably a market transaction at a distance, where the number of actors is large enough to make the identity of any buyer insignificant or individual salesperson, which weakens the credibility of the relationships.

Dimension	Characteristics
Partnership between company and supplier	Strategy in achieving results between company and supplier. It should be based on the assumption that the results of the parties involved are a central goal for the company and the supplier.
Relationship of credibility	Trust and commitment in which the parties involved will commit themselves in order to achieve the goals to allow the respective results to be obtained by complying with the decisions taken.
Supplier exclusivity	It strengthens the partnership and credibility between the parties as a goal of investments and results by sharing knowledge, mutual support in solving problems so that success in their results can be achieved.
Quality management	The partnership between company and supplier will allow the parties to strengthen characteristics aimed at managing the quality of their processes at focusing on improving their results.
Geographic location	Strategic factor between company and supplier because they can generate greater proximity and facilitate quick decisions for scenarios that need interference and more effective decisions and can appear as a differential for some suppliers.
Supplier qualification at NPI	Introduction in early stages in the monitoring of new products with the contribution to improvement, reduction and resolution of possible relevant problems in the NPI.
Supplier relationship in NPI and cost reduction	Contribution of the supplier based on his knowledge and expertise in possible problems already experienced in his processes and in the course as a supplier to reduce them in the processes of the partner company.

Structure: Each dimension is constituted by indicators to be evaluated individually by representatives of the company's areas, respectively the areas of quality, logistics, purchasing, production and engineering.

The importance of relationship dependence and the influence of the supplier's participation in the NPI suggest an increase in the commitment to formal recognition of this involvement and should be measured by tangible indicators, such as specific relationship investments that are positively linked to the expectations of continuity of the link with the supplier (Patrucco et al. 2020).



Conclusion: The structure of the model allows it to adapt to any company, regardless of its characteristics and the sector of activity, combining a strong generalization and applicability with a high adaptability and flexibility of application today and with perspectives in future studies of inclusion of new dimensions to the supplier qualification process.

The result of this graph represents that the qualification process currently adopted by the company meets the needs, enabling the company to have a qualification process that is reliable to the current situation in which it finds itself.