

## 2<sup>nd</sup> B2B LOCO conference

Summary of presentation titled:

### **How To Become A-Class Supplier by Using the Best Business Practices - MMOG/LE**

made by

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Doing business with the global buyers and suppliers, demand certain – we can say – business etiquette. Without respecting it, you may become a supplier, but in case of low demand, you'll be fired first, not to mention you'll always be the last on the list to buy from, and you'll have to use back doors for your deliveries.

Some of the musts in this etiquette are: a good ERP system, EDI, and bar-coding.

If the company will implement all of the relevant processes demanded by the global logistic standard - MMOG/LE – the company will be recognized as a reliable business partner and will be able to leverage its qualities, like: good product, quality, cost efficiency, and technological advantages.

The standard's requests are clearly defined in the chapters:

- Strategy and organization.
- Customer orders and forecasts are received using EDI system and automatically transferred to the ERP/Planning system.
- Capacity planning.
- Material tracking and labeling.
- Ensuring Accurate Data in ASN.
- Sub-Supplier Communication.

Being able to do business according to this standard equals to be a reliable and trustworthy partner.

Not being able to perform on the MMOG/LE level, means not getting clients, losing them, or at best, not making the profit you could.

There is still a lot of room for innovation after the company implements MMOG/LE – but without it – all the innovation might be fruitless.

