

QUARTERLY BUSINESS REVIEW



A business review is an evaluation of metrics and performance of a supplier program over the previous period. It should be linked to overall strategy and objectives and is the results of everyone's activities, interactions and contributions.

It ensures alignment and creates a shared perspective. By that, I mean clarity (what's done, what problems need to be solved and who's doing what) and trust (ideas, learning, commitment and accountability).

Q1

What are the end goals of the business? It is very important that end goals are identified for customers to have a clear vision of where the business is leading.

Q2

Highlight the achieved goals during business reviews and compare them to the end goals.

Q3

Once the achieved goals have been highlighted and compared to the end goals, suggestions in bridging the gap between the achieved goals and end goals should be provided.

Q4

Continual review and monitoring