

Vendor Partnerships

Enough with the warzone!

Blamestorming



Commodity Vendor



- Negotiated on price
- Easily replaceable

Operational Vendor



- Basic operational services
- Readily replaceable

Tactical Vendor



- Higher value services
- Vendor management needed
- Important relationship

Strategic Partner



- Critical to business success
- Co-creation of value
- Specialized services



Share your strategy



Assign a
relationship
manager

A close-up photograph of a vintage typewriter. The words "The End." are typed in a classic serif font on a piece of paper. The typewriter is dark-colored, possibly black or dark green, with a prominent carriage and a sheet of paper emerging. The background is a plain, light-colored wall.

The End.

Always
follow up in
writing



Plan in advance



Don't play
the blame
game



Be
reasonable



Those who
play together
stay together

Every relationship goes through its ups and downs





You scratch
my back,
I'll scratch
yours!



Involve your
strategic
partners in
your plans



Play to your strengths



Breaking
up is hard
to do!

Is it really
over?

A close-up photograph of a piece of white lined paper with the words "THE END" written in black ink. The handwriting is a simple, slightly slanted cursive style. The paper is tilted slightly to the right. The background is a dark, out-of-focus area, possibly a person's hand holding the paper. The image is partially overlaid by a green geometric graphic on the right side.

THE
END



Evaluate
risks and
benefits



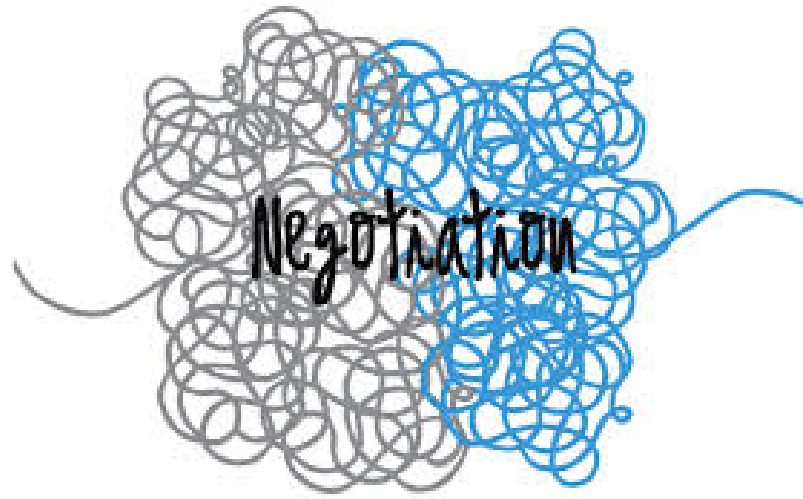
What is your replacement plan?



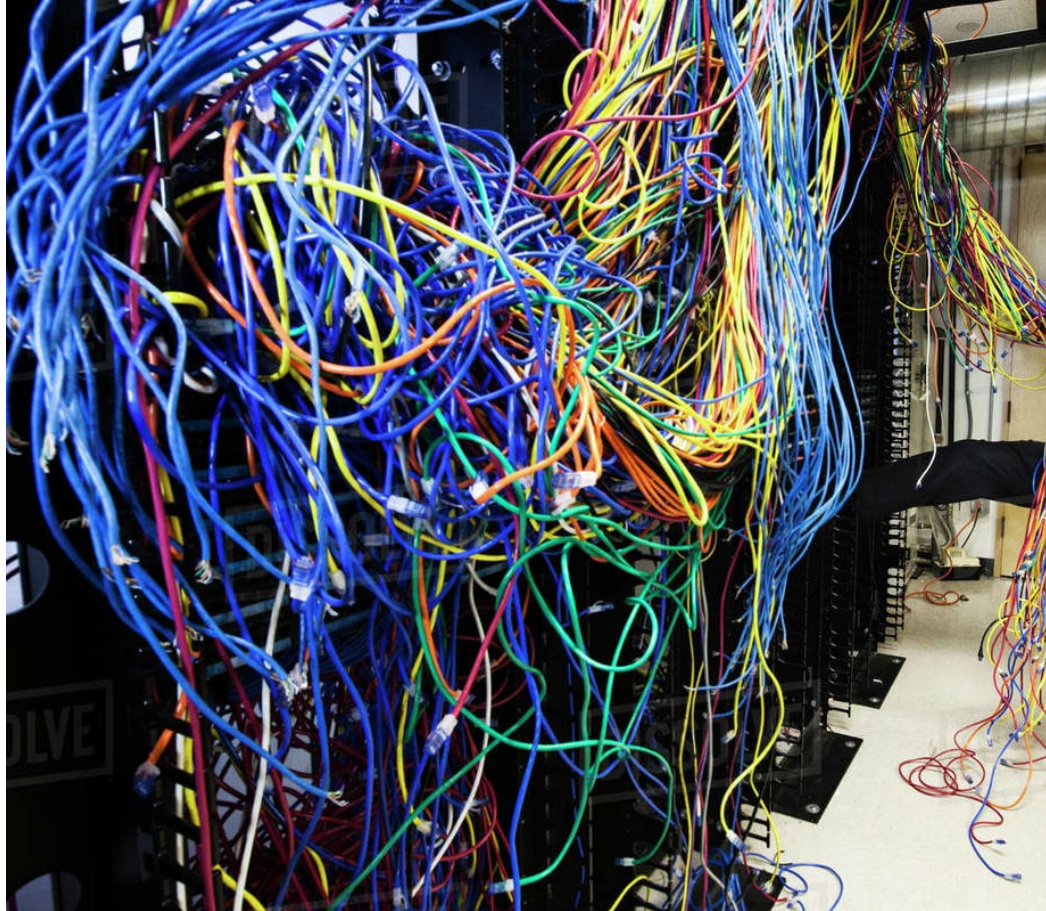
Plan your
exit



Choose the
right forum



Negotiate
the
termination



Manage
the exit
process



Be a success story

▶ Questions?

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