


Project Justification:

How do you justify a project to management? How do you justify a project to the board? How do you justify a project to the shareholders? How do you justify a project to the customers? How do you justify a project to the employees? How do you justify a project to the suppliers? How do you justify a project to the community? How do you justify a project to the government? How do you justify a project to the media? How do you justify a project to the public? How do you justify a project to the world?

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Whitpool
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Strategic Sourcing at Whitpool China - Finding the Ideal Supplier

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Scope and Objective :

The objective of this project is to identify and select the most suitable supplier for the production of the product. The project will involve the following activities:

- Identify potential suppliers
- Conduct site visits
- Request for quotes (RFQ)
- Evaluate suppliers based on cost, quality, and delivery
- Select the most suitable supplier

Schedule:

- The project should be completed within the next 12 weeks.

Team Members:

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Strategic Sourcing at Whirlpool China: Finding the Ideal Supplier

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Team Members

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Scope and Objective :

- The head of Whirlpool's Asia International Procurement office (WAIPO) in Shanghai planned to launch a new energy-efficient refrigerator model.
- In old refrigerator model they used AC motor. Now the company plan to replace the AC motor with DC motor but it is quite expensive.
- The head of WAIPO is in the process of finding a suitable supplier for the required DC motors.

Schedule:

- The project should be completed within the six months of time period.

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Project Industry:

- Whirlpool Corporation is a leader of the \$120 billion global home appliance industry.
- It manufactures appliances across all major categories, including fabric care, cooking, refrigeration, dishwashers, countertop appliances, garage organization and water filtration.
- For this project, the industry is Whirlpool's refrigeration.



Project Justification:

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Since the company decided to replace AC motor with DC motors, it shows that this project deals with the total procurement management process and contract management which includes:

- Cost management
- Risk and challenge in terms market competition and new suppliers
- Meet the deadline
- Complex decision making process
- Buyer – supplier relationship strategy
- Represent risks to the project's technical, quality, costs, and schedule

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Main Project:

- Launch of new refrigerator model

Procurement Process:

- Plan
- Conduct

Time Line:

- Six Months

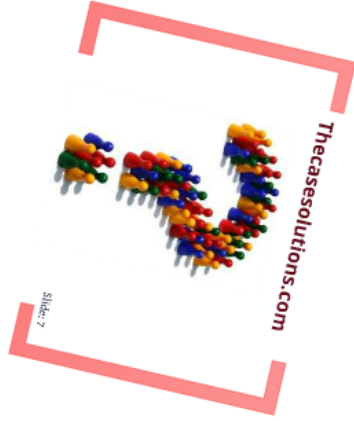
Focused Area:

- DC motors Procurement
- Supplier Selection
- Risk Management

Expectation:

- Matrix Evaluation
- Challenge in finding global suppliers
- Strict selection Criteria
- Relation between time, cost and quality management





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