

Tugas Pertemuan ke 8

Memilih Vendor Pada Perusahaan

Sebagai agen pembelian untuk Perusahaan Eynan di daerah Richmond, Virginia, Anda meminta pembeli Anda untuk memberi Anda peringkat "excellent," "good," "fair," or "poor untuk berbagai karakteristik untuk dua vendor potensial. Anda menentukan bobot dari masing-masing kategori penilaian dengan kategori "Produk" bobotnya 40%, kategori Company bobotnya 20%, kategori Service bobotnya 15% dan kategori Sales bobotnya 25%. Sebagai Pembeli telah menentukan nilai dari masing-masing kategori pada kedua vendor dapat dilihat pada Tabel di bawah ini:

| VENDOR RATING | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------|------|------|---|--|------|------|------|--|-----------|------|------|------|--|-----------|------|------|------|--|--------------------|-----|-----|-----|--|----------------------|--|----|---|---|----------------------|--|---|---|---|---------------------------------|--|---|---|--|
| Company | | | | | Products | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Excellent | Good | Fair | Poor | | Excellent | Good | Fair | Poor | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| (4) | (3) | (2) | (1) | | (4) | (3) | (2) | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Financial Strength | | | K | D | Quality | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Manufacturing Range | | | KD | | Price | | | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Research Facilities | K | | D | | Packaging | | | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Geographical Locations | | K | D | | <table border="1"> <thead> <tr> <th colspan="5">Sales</th> </tr> <tr> <th>Excellent</th> <th>Good</th> <th>Fair</th> <th>Poor</th> <th></th> </tr> <tr> <th>(4)</th> <th>(3)</th> <th>(2)</th> <th>(1)</th> <th></th> </tr> </thead> <tbody> <tr> <td>Product Knowledge</td> <td></td> <td></td> <td>D</td> <td>K</td> </tr> <tr> <td>Sales Calls</td> <td></td> <td></td> <td>K</td> <td>D</td> </tr> <tr> <td>Sales Service</td> <td></td> <td>K</td> <td>D</td> <td></td> </tr> </tbody> </table> | | | | | Sales | | | | | Excellent | Good | Fair | Poor | | (4) | (3) | (2) | (1) | | Product Knowledge | | | D | K | Sales Calls | | | K | D | Sales Service | | K | D | |
| Sales | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Excellent | Good | Fair | Poor | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| (4) | (3) | (2) | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Product Knowledge | | | D | K | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sales Calls | | | K | D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Sales Service | | K | D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Management | | K | D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Labor Relations | | | K | D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Trade Relations | | | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th colspan="5">Service</th> </tr> <tr> <th>Excellent</th> <th>Good</th> <th>Fair</th> <th>Poor</th> <th></th> </tr> <tr> <th>(4)</th> <th>(3)</th> <th>(2)</th> <th>(1)</th> <th></th> </tr> </thead> <tbody> <tr> <td>Deliveries on Time</td> <td></td> <td>KD</td> <td></td> <td></td> </tr> <tr> <td>Handling of Problems</td> <td></td> <td>KD</td> <td></td> <td></td> </tr> <tr> <td>Technical Assistance</td> <td></td> <td>K</td> <td>D</td> <td></td> </tr> </tbody> </table> | | | | | Service | | | | | Excellent | Good | Fair | Poor | | (4) | (3) | (2) | (1) | | Deliveries on Time | | KD | | | Handling of Problems | | KD | | | Technical Assistance | | K | D | | DONNA INC. = D KAY CORP. = K | | | | |
| Service | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Excellent | Good | Fair | Poor | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| (4) | (3) | (2) | (1) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Deliveries on Time | | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Handling of Problems | | KD | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Technical Assistance | | K | D | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Tugas

Berdasarkan studi kasus di atas, jawablah soal di bawah ini!

- Hitunglah total nilai dari dua vendor di atas yaitu vendor Donna Inc. (D) dan vendor Kay Corp (K)!
- Vendor mana yang Anda pilih untuk memasok bahan baku yang diperlukan perusahaan?

Tugas dapat ditulis pada kertas dan fotonya dikirm melalui sistem **ecampus.ibs.ac.id**