

# Topics

- Managing the Project Process Areas
- Project Planning (PP)
- Project Monitoring and Control (PMC)
- Risk Management (RSKM)
- **Supplier Agreement Management (SAM)**
- Managing the Project Summary

# Supplier Agreement Management (SAM)

A Project Management Process Area at Maturity Level 2

## Purpose

The purpose of Supplier Agreement Management (SAM) is to manage the acquisition of products and services from suppliers.



# Relevant Terminology

## Supplier

- (1) An entity delivering products or performing services being acquired
- (2) An individual, partnership, company, corporation, association, or other entity having an agreement with an acquirer for the design, development, manufacture, maintenance, modification, or supply of items under the terms of an agreement

## Supplier agreement

A documented agreement between the acquirer and supplier

Supplier agreements are also known as contracts, licenses, and memoranda of agreement.

# When Supplier Agreement Management Is Not Done Well...

Supplier selection is not based on the right criteria.

The management and technical staff do not have insight into supplier activities.

Supplier products are accepted even when they do not meet product requirements.

Integration of supplier products into a product baseline is problematic.

# Supplier Agreement Management Goals

**SG 1**

## Establish Supplier Agreements

Agreements with the suppliers are established and maintained.

**SG 2**

## Satisfy Supplier Agreements

Agreements with suppliers are satisfied by both the project and the supplier.

The process area also has generic goals to support institutionalization.

# Supplier Agreement Management Specific Practices

## SG 1

### Establish Supplier Agreements

- SP 1.1 Determine Acquisition Type
- SP 1.2 Select Suppliers
- SP 1.3 Establish Supplier Agreements

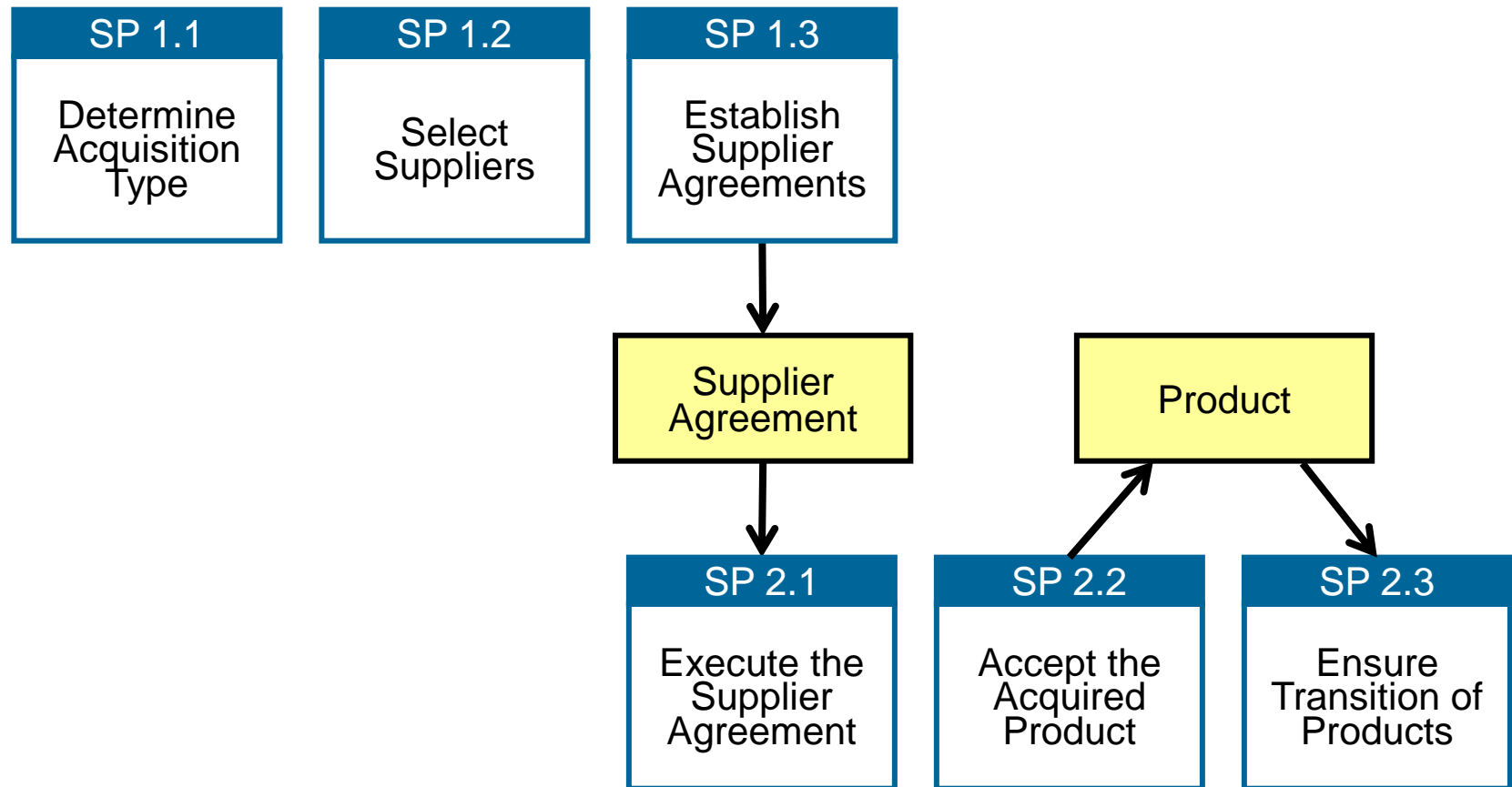
## SG 2

### Satisfy Supplier Agreements

- SP 2.1 Execute the Supplier Agreement
- SP 2.2 Accept the Acquired Product
- SP 2.3 Ensure Transition of Products

# Supplier Agreement Management

## Sampling of Work Products



# Supplier Agreement Management Sampling of PA and GP Relationships

