



**Attendees:** 50 Top HZL Vendors  
**Special Guest:** Mr. Ranjan Sachdeva, Group Director Commercial

# SUPPLIER MEET- 2017: Few Glimpses



*An Auspicious beginning to an auspicious gathering*



*HZL eminent speakers*



*Collective thinking and performance awards.....*



# SUPPLIER MEET- 2017



*Global Leadership through Innovation & Excellence*

- HZL 5 year Growth Plans
- PQRS: Pillars of Excellence
- Innovation: Key to sustainable competitive advantage

**1.  
Vision &  
Expectation  
setting by HZL**

**2.  
HZL- Supplier  
Joint Ideation**

- Manufacturing Unit for explosives: Orica
- Tyres on TCO basis: Goodyear
- Tyre life Increase: Michelin
- Grinding Media: product innovation: AIA
- Grinding circuit TCO in place of media supply: Metso

- INNOVATION CHARTER: Sharing of innovation risks with supplier
- QUALITY GREEN CHANNEL
- Reverse Logistics

**3.  
Partnership  
Ideas by  
Suppliers**

**4.  
Performance  
Awards**

**Operational Excellence: Sandvik**  
**Supply Alignment: Michelin & JK**  
**Innovation: Atul**  
**Debut: Minowa**

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# And the Award Goes To !



**STEP 1: 5 Pillar Evaluation Criteria across: Quality, Responsiveness, Delivery, Cost and Innovation & Sustainability**

**STEP 2: Category wise 4-5 nominations** through stakeholders feedback from Users, Commercial & Quality

**STEP 3: Selection by cross function committee**  
COO Mines, COO Smelter, CCO & Head Quality

Supplier of the Year: **Operational Excellence**  
**SANDVIK**

Supplier of the Year: **Supply Chain Alignment**  
**Shared between Michelin & JK Cement**

Debut Supplier of the Year  
**ORICA AUSTRALIA (MINOWA)**

Innovation of the year

**ATUL Limited for reducing cost through blending of High COD Sodium Sulphate**



## Making HZL the most Preferred Customer

- **Innovation Charter:** 1. Risk of innovation should also be shared along with the benefits.  
2. Some period of exclusivity post innovation
- **Green Channel for Quality:** Eliminate quality inspection for trusted and best performing vendors
- **Value for Suppliers Time:** Speeding up of visitor (especially foreigners) gate pass system
- Common goals through equal incentive & penalty mechanism
- Avoid legacy issues: recovery of information when a person leaves

## Supply Chain Excellence through Digitization & automation

- Sharing of product & quality performance: Vendor portal can be leveraged
- Vendor Portal: Leverage to reflect the product quality & performance
- Single window grievance re-dressal
- Exploring reverse logistics

## Partnering HZL in CSR and Sustainability Initiatives

- Sharing of CSR initiatives with vendors for co-partnering
- Accelerate investment in solar Energy
- Ideas on tyre and lube oil re-cycling