

**Attendees**: 50 Top HZL Vendors

Special Guest: Mr. Ranjan Sachdeva, Group Director Commercial

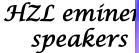
# **SUPPLIER MEET- 2017: Few Glimpses**





An Auspicious beginning to an auspicious gathering











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

Vision &
Expectation
setting by HZL

INNOVATION CHARTER:
Sharing of innovation risks
with supplier

- QUALITTY GREEN CHANNEL
- Reverse Logistics

3.
Partnership
Ideas by

**Suppliers** 

**Suppliers** 

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

4. Performance Awards

Operational Excellence: Sandvik Supply Alignment: Michelin & JK

Innovation: Atul
Debut: Minowa





**HZL Commercial** 









# 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

C Ltd.
Ltd.
ser
coellence
control
roccol
roccol

**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







# **SUPPLIER MEET- 2017: Joint Ideation**



#### **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