



Department of
General Services

Building Positive Supplier Relationships

Objectives

- **Building Supplier Relationships**
- **Managing Conflicts with Suppliers**
- **Creating Solutions**
- **CPO Resources for Assistance**

Building Supplier Relationships

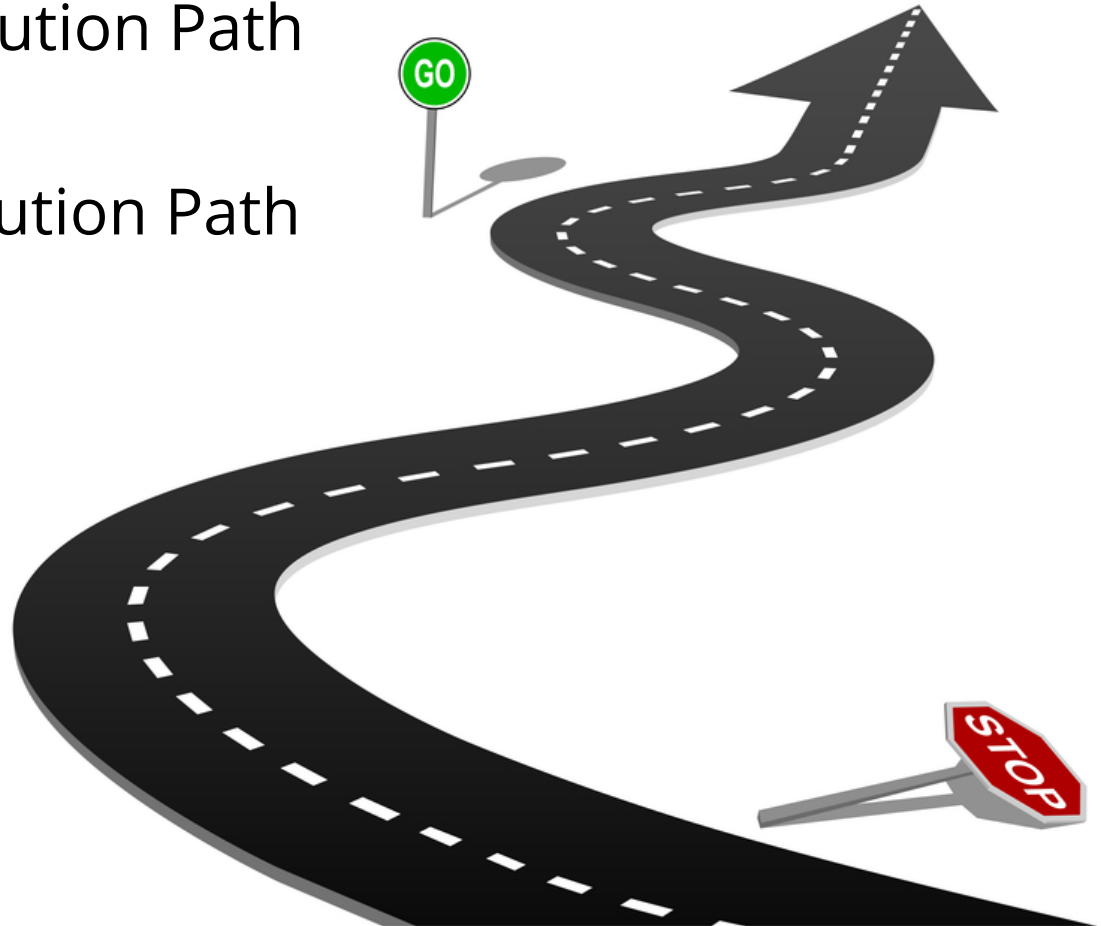


Failure to develop supplier relationships



When to contact CPO

- Minor Conflict Resolution Path
- Major Conflict Resolution Path



Creating Solutions

- Acceptable and reasonable to both parties
- Be cordial and accommodating
- Avoid escalating issue to CPO (when possible)



CPO Resources for Assistance

Swc.cpo@tn.gov

https://sso.edison.tn.gov/psp/paprd/SUPPLIER/SUPP/h/?tab=PAPP_GUEST



Questions?