

# Designing Supplier Partnership Success Factors in the Coal Mining Industry

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## Abstract

Sustainable supply chain management is a new pattern that has emerged recently in industry and companies. The procurement process is one of the key factors for efficiency in supply chain management practices. Partnership is one of the procurement strategies for strategic items. The success factors of the partnership must be determined to avoid things that endanger the financial and operational status of the company. The current supplier partnership research focuses on the selection of general criteria and sustainable supplier selection. Currently, there is still limited research on the success factors of supplier partnerships that focus on strategic items in the coal mining industry. Meanwhile, the procurement of coal mining has its own characteristics and there are regulations related to the procurement of goods. Therefore, this research was conducted to determine the categories of goods that are included in the strategic items and to design the success factors of supplier partnerships. The main factors studied are general, financial, production, reputation, synergies, and sustainable. The research was conducted using the Kraljic method to determine the categories of goods that are included in the strategic items. To design a supplier partnership success factor using the Hybrid Multi Criteria Decision Making method. Integrated Fuzzy AHP-Fuzzy TOPSIS is used to determine the weight of the success factors of supplier partnerships and to rank suppliers on the factors used.

## Keywords

Supplier, Partnership, Strategic Item, Success Factors, and Coal Mining Industry.

## Biographies

**Ahmad Afif** is a Master's Degree Student in Industrial Engineering University of Indonesia. He earned his bachelor's degree in Industrial Engineering Diponegoro University. He is a professional worker at a reputable coal mining company in Indonesia. He is a practitioner of procurement of goods and services in the coal mining industry for 5 years.

**Teuku Yuri M Zagloel** is a affiliated Professor in Quality Management and production Systems, Industrial Engineering Department, University of Indonesia. He earned Bachelor's degree in University of Indonesia and a Master's in the University of New South Wales, Australia in 1991. And he finished his Doctoral Degree in University of Indonesia in 2000. He has published more than 100 journals and conference papers. His research field of interest include manufacturing system, quality management systems, and supply chain management.