

Hotel Supplier Selection for Fresh Vegetables and Fruit

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Abstract

This study will investigate the analysis of the supplier selection problem faced by a group company that owns hotels in various regions of Antalya in its fresh vegetable and fruit purchasing process for all hotels that are under the group company. The company currently faces a decision between continuing with its existing supplier, negotiating a new contract, purchasing directly from the market, or exploring alternatives with new suppliers. The analysis will meticulously scrutinize price differentials and logistic costs, conduct a thorough examination of negotiation potential with suppliers, and consider quality factors and potential disruptions. In facilitating decision-making, a proposed mathematical model and scenario analysis comprehensively integrate various factors, underscoring the imperative for precise analysis and negotiation to establish a cost-effective and dependable supply chain.

Keywords

Supplier Selection, Fresh Vegetable and Fruit Purchasing, Decision-Making, and Negotiation Potential.

Biographies

Seçil Gülbudak Dil is Cost Analysis Manager at a tourism company with many hotels in Antalya. She received his undergraduate degree in Industrial Engineering from Eskişehir Osmangazi University and her master's degree in industrial engineering from METU. She has worked in different companies in the private sector as a Planning and Logistics Engineer, Economic Policy Analyst and Consultant. She specializes in data analysis, strategy and business development, and cost optimization.

Fatoumata soumare is a dynamic and accomplished individual currently navigating her fourth year at Antalya Bilim University, where she is pursuing a double major in Computer Engineering and Industrial Engineering. Her academic journey has been marked by a relentless pursuit of knowledge and a passion for diverse fields. Outside the realm of technology and academics, Fatoumata indulges her creativity and love for culinary arts, as she holds culinary certificate.

Assoc. Prof. Semail Ülgen is an Associate Professor and Chair of Industrial Engineering Department at Antalya Bilim University, Antalya, Turkey. She earned B.S. in Mathematics from Bilkent University of Faculty of Science, Turkey, Masters and PhD in Mathematics from Purdue University, West Lafayette, IN, USA. She has published journal and conference papers. She had worked as a professor at the University of Mississippi, Oxford, MS, USA, at Grand Valley State University, Allendale, MI, USA, at Northwestern University, IL, USA and at Indiana University, Bloomington, IN, USA. Dr. Ülgen was a recipient of the Young Scientist Award for Turkish American Scientists and Scholars Association (USA) in 2006. Her research interests include Finsler Geometry; Applications to Mathematical Physics, Stochastic Processes and its Applications. She is member of IEOM, AMS, Turkish Mathematical Society. She owns a research and trade company (INNOSU) on water efficiency in agriculture and industry.