

Key ingredient of success of any supplier

**“MOLDOVA BUSINESS WEEK 2019” -
INVEST MOLDOVA**

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Successful supplier

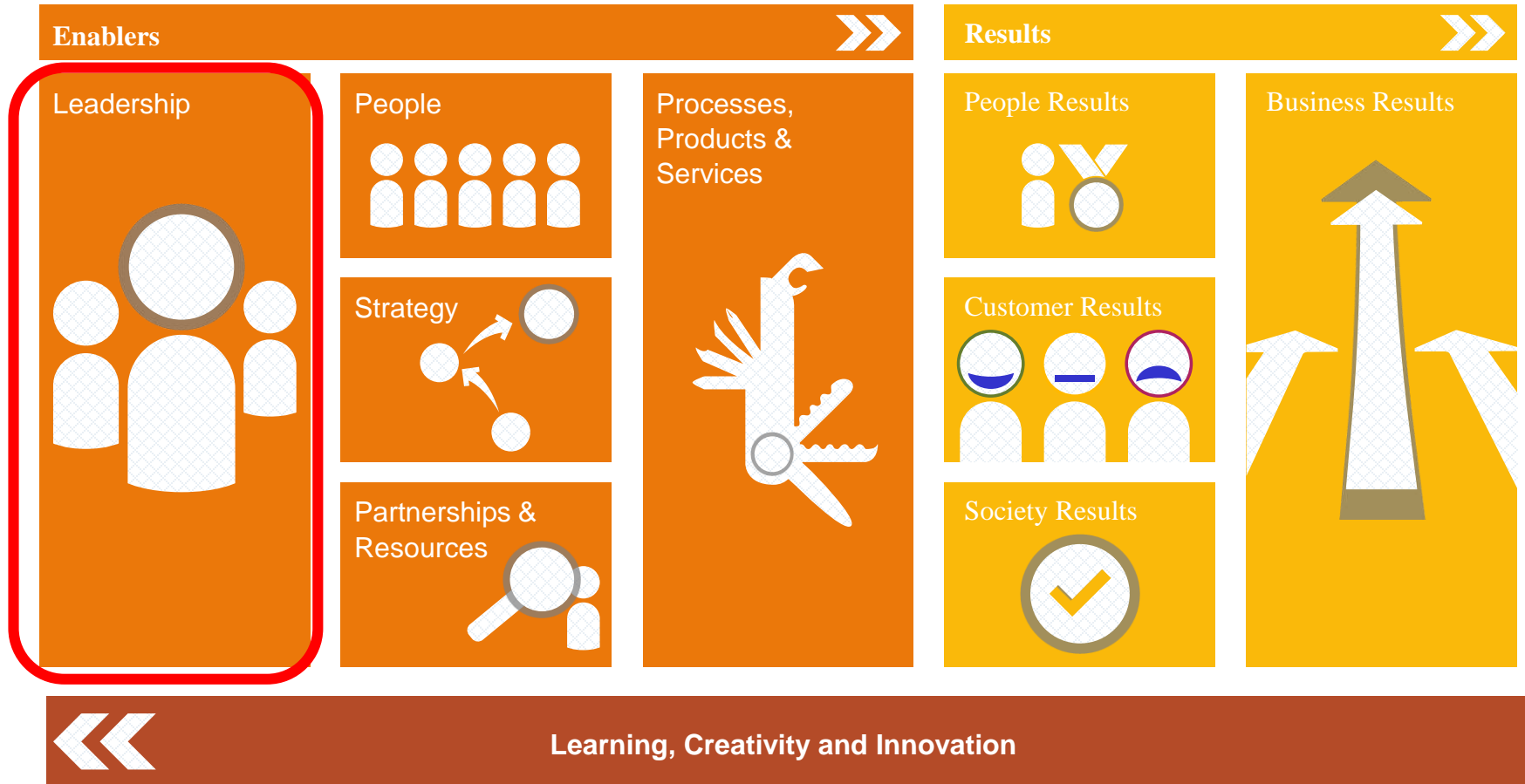
- Is able to attract prospective customer(s)
- Communicates promptly and honestly during approval negotiations
- Builds positive impression
- More importantly – is trustworthy, reliable and delivers on its promises

Example of successful supplier

- Klein automotive was established in 1994
- Current owners have bought old factory with about 300 employees from Czech state
- Klein automotive has around 700 employees now and supplies mainly Volkswagen group
- Key new project in 2019 has been production for Audi 8



So, what is that key ingredient of success?



Leaders of successful companies need to:

- Have Vision
- Be decisive
- Take **CALCULATED** risks
- Require high standards, first from themselves and then from others
- Be proud but humble, learn from others and continually develop not only their company but also themselves

What about Klein Automotive

When I checked website of the company, I found this information at description of year 2018:

"There has been a significant investment in education. We trained 30 top managers in FranklinCovey's pilot annual program focused on managerial skills. In addition, 24 employees from the middle management group were trained in team management, personal development and motivation."

I wish success to companies from Moldova in their pursuit of seamless and prosperous cooperation in supply chains.

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