

## **Model to Ensure Suppliers Development in Large Manufacturing Companies: A Continuous Improvement Approach**

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**Abstract:** This research effort was accomplished in Nuevo León, between November 2014 and June 2015, with the aim of designing a supplier development model for large manufacturing companies in Mexico. Data was collected from a review of relevant literature on the subject and, through the application of a questionnaire and interviews, stimulating and inhibiting factors of success in the development of suppliers for the main large automotive industries in Nuevo León were identified. These factors provided the basis for generating the model proposed in this research. The fieldwork and the subsequent data analysis indicate that the development of suppliers lacks a strategic focus, for the participating companies in the research, since most of them merely evaluate their suppliers and have maintained long-term relationships with them. As a result, this research proposes a five-phase model, which contemplates strategic planning of supplier development, supplier selection, supplier development, monitoring and results, and continuous improvement. Additionally, the model represents a contribution for those large companies interested in developing suppliers with a strategic focus, promoting the continuous improvement of their suppliers.

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