

# 5 STEPS

## FROM FARMGATE/FACTORY TO FULFILLMENT- NAVIGATING SUPPLIER PARTNERSHIP JOURNEY



### 1 RECEIVING AN ORDER

It helps suppliers to appreciate the demand-driven nature of the supply chain. It underscores the importance of supplier's role in fulfilling these orders to maintain business and customer satisfaction. We ensure the order's details, such as the type and quantity of the products required, the quality standards expected, and the delivery timeline.

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### 2 APPROACHING SUPPLIERS.

Once the order is confirmed, we approach our network of suppliers like you. We communicate the specifics of the order, including the product type, quantity, and the timeline for delivery.

This step is crucial for suppliers to understand the immediacy and specifics of the market demand.

It's an opportunity for suppliers to assess their capacity to meet the order and to prepare accordingly



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### 3 AGREEMENT WITH SUPPLIERS.

We formalize our agreement with suppliers or the head of the organization through a contract. This contract will include details like the quantity of produce needed, quality standards, pricing, and delivery deadlines. The contract is a critical document that protects the interests of both parties. It provides clarity and sets expectations regarding what is to be supplied, when, and at what price, ensuring a fair and transparent transaction.



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### 4 SORTING AND GRADING

The products supplied will undergo sorting and grading to ensure they meet the quality standards specified in the contract. This can be done either by the suppliers themselves or by our company, depending on the agreement.

This step emphasizes the need for quality control. Suppliers should understand the quality criteria and grading process, as this affects the acceptance of their produce and potentially, their earnings.



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### 5 TAKING DELIVERY OF PRODUCTS

Finally, the delivery of the products takes place. This could be at the farmgate/factory where our company's logistics team collects the produce, or at a specified location as agreed in the contract.

Importance for Suppliers: This step concludes the transaction. Suppliers need to be ready for timely delivery as per the agreement to ensure a smooth supply chain flow. It's also crucial for them to understand any logistics involved, including transportation and handling.

