



**EUROPEAN BUSINESS SCHOOL**  
International University Schloß Reichartshausen

# SUPPLIER VALUE

HOW TO DEFINE AND INTEGRATE THE  
VALUE OF YOUR SUPPLIERS

Working Paper



Christopher Jahns and Roger Moser

**SMI™ | ebs**

SUPPLY MANAGEMENT INSTITUTE

# SUPPLIER VALUE

## HOW TO DEFINE AND INTEGRATE THE VALUE OF YOUR SUPPLIERS

Working Paper from the  
Supply Management Institute's series  
Purchasing and Supply Management

Supply Management Institute SMI™  
Univ.-Prof. Dr. Christopher Jahns

A collaborative publication from

 SMG™ Publishing AG



Verlag Wissenschaft & Praxis

The German Library – CIP-Affiliation

The German Library lists this publication in the German national bibliography;  
detailed bibliographic data is available on the Internet at <http://dnb.ddb.de>.

© SMG™ Publishing AG, 2005

CH-9000 St. Gallen, Teufener Strasse 25

Tel.: +41 (0)71 226 10 60, Fax: +41 (0)71 226 10 69

homepage: [www.smg-ag.com](http://www.smg-ag.com), e-mail: [contact@smg-ag.com](mailto:contact@smg-ag.com)

All rights reserved.

This publication as a whole and its constituent parts are protected by copyright laws. Any copying, reproduction or use without written permission from the publisher violates copyright laws and is liable to prosecution. This particularly applies to copying, translating or microfilming as well as storing and processing the contents in electronic systems.

 SMG™ Publishing AG  
ISBN 3-907874-31-5



Verlag Wissenschaft & Praxis  
ISBN 3-89673-331-1

Printed in Germany