



PEAK[®]

PURCHASING EUROPEAN ALLIANCE
FOR KNOWLEDGE



INNOVATION & PURCHASING

PEAK, A new phase in Customer/Supplier collaboration

- Study and development of new frames of reference
- Experimentation and dissemination of best practices
- Training new generations of buyers

PEAK PURCHASING EUROPEAN ASSOCIATION

A calling

Due to its privileged position, the **Purchasing function** is the real **architect of the Customer/Supplier relationship**. It is the interface between the companies's various partners (Decision-makers, R&D, HR, Quality, Suppliers, etc.). Today's competitiveness requirements require an overhaul of the Customer/Supplier relationship model to make it more collaborative. Faced with this challenge, companies, and the Purchasing function in particular, are cruelly lacking in concepts and operational tools.

PEAK is effectively participating in the creation and deployment of a **new school of Purchasing thought**. It furthers initiatives to improve the professionalism of the Purchasing function.

Through the widespread dissemination of its works (practices, tools, methods, etc.), PEAK aims to make the emergence of **new collaborative relationships between customers and suppliers operational, sustainable and mutually beneficial**.

PEAK has 4 objectives:

- Identify best practices
- Create new frames of reference
- Develop new tools
- Enhance Training partners' course content

The challenge is huge; it is part of an Industry-wide forum and a key concern for the car industry platform. It helps to make initiatives like the **Customer/Supplier Best Practices Charter operational** (Credit mediation, CDAF).



PEAK : ALLIANCE FOR KNOWLEDGE

First-rate partners

To date, PEAK has received official and unofficial backing from:

- **The Purchasing departments of large national and multinational companies**
Setting an example

By their renown, significant purchasing volumes (several billion euros), innovative drive, comprehensive business sectors (industry, services) and size (large groups, ETI) these companies will simplify the implementation of the results produced by the platform.

- **Training and Research players**
Strategic leverage on the purchasing function

Thanks to this networking, PEAK actors in the Rhône-Alpes Region represent over 30% of French Purchasing training (Master's level) with about 250 people trained annually. A broader coverage of the subject including French-speaking Switzerland is now giving it international visibility.

- **SME suppliers and/or subcontractors**
Opinions taken into account

Proper allowance is made for their contribution thanks to their **active participation** in PEAK works. Furthermore, the **Arve Industry Competitiveness Centre** (nearly 300 SMEs) has certified the PEAK project. PEAK is a **structuring platform** for the **7 competitiveness centres** grouped under Mecafuture-FR.



A general framework

How to develop **collaborative Customer/Supplier approaches in industrial networks**, a source of **value creation** (economic performance, innovation, operational efficiency, etc.) that is generally under-exploited today, if not unheard of?

3 foundation themes:

- **Creating and sharing value, risk management in collaborative approaches**

Mapping, implementation methods, suggestions for a sharing model and the assessment of value and risks throughout the product lifecycle.

- **Purchasing and sustainable development, or how to reconcile CSR and economic performance ?**

State of the art, assessing added value, implementation and suggested recommendations for a Sustainable Purchasing approach.

- **Purchasing and projects**

Characterization, diagnosis of practices, suggestions for the assessment and organizational maturity model in the collaborative relationships field.

The PEAK platform:

- Is backed by multiple partners for studies and research in the purchasing field
- Is based in the Rhône-Alpes region, with national impact and international visibility
- Includes business, training and research players



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