



"How to de-risk your business by establishing parent-child relationships"

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Supplier Parenting

Supplier Parenting is the ability to identify the relationships between suppliers, some of which may initially appear unrelated

Supplier Parenting is not just about looking upwards to the parent – it is also about looking downwards *and* across

(Parent, Child & Sibling)

Identifying Business Risk

Business Risk comes in many forms:

- Financial
- Political
- Geo
- Supply Chain
- Markets
- Competitive
- ...and more

Possible De-Risk Strategies

- Identify suppliers whose parent is in financial difficulty
- Identify suppliers with the same parent as your competitor
- Identify suppliers who are at risk of divestiture (non-core business for the parent)
- Identify related suppliers who have created a “cartel”
- Identify suppliers with an embargoed parent