

ABSTRACT

In the process of procurement, purchasing process is important, because it requires the right strategy in the purchase of goods and services for the company's supply chain in order to keep the system still has value added. Purchasing is the beginning of the activities of the various needs of supply of goods and services. Companies should define purchasing strategies that are specific to each procurement item.

PT. Dirgantara Indonesia (Indonesian Aerospace - IAE) is a State Owned Enterprise (SOE) that engaged in the aircraft industry. As time goes by PT DI need to maintain a reliable material in order to maintain the performance of the company. However, the current strategy for purchasing material in the Department of Chemical Surface Treatment is the same for each item procured, there are no grouping material either by the level of risk or the level of purchases. Therefore, one of the steps to fix it is by using the Supply Positioning Model. Supply Positioning Model is a tool used to map the relative importance weights of each item so that the output of the method of Supply Positioning Model can define purchasing strategies that contain clear ideas about, how much of the existing supplier selection, what type of cooperation may made with the supplier for each item, what is the appropriate contract type for each cooperative relationship with the supplier in accordance with the characteristics of the material, and what type of procurement operational strategies appropriate for each item procurement.

The position of the procurement item in quadrant Supply Positioning Model will define a purchasing strategy appropriate for each item procurement. From 39 chemical material in the Department of Surface Treatment the results obtained were as many as 19 material into the quadrant Routine, 14 material into the leverage quadrant, 4 material into the bottleneck quadrants, and the second material into the quadrant Critical.

Keywords: Purchasing, Supply Positioning Model, PT Dirgantara Indonesia, Material Classification.