

ABSTRACT

Procurement is the systematic and strategic activity of acquiring goods and services from Suppliers based on quantity, timing, price, and quality. The purpose of procurement is to provide the necessary goods or services for production processes and other activities, but delays in procurement often occur due to inadequate strategies being employed. One of the divisions involved in procurement is the procurement division. PT. XYZ is a global company engaged in the maintenance, upkeep, and repair of aero engines, industrial turbines, and MRO (Maintenance, Repair, and Overhaul) market. There are several types of engines received by PT. XYZ, one of which is the General engine-CT7. In the CT7 engine part procurement system, there is no clear contract management mechanism, and users have to plan procurement strategies with changing dynamics. Therefore, item classification is necessary to design purchasing strategies that align with item characteristics. The purpose of this study is to determine purchasing strategies for twenty-six frequently delayed CT7 engine parts. In this case, purchasing strategy determination will be based on the Supply Positioning Model method, which classifies procurement items into two dimensions: supply risk and profit impact. The assessment of dimensions, criteria, and procurement items will be calculated using Analytical Hierarchy Process (AHP). Subsequently, the coordinates of items on the Supply Positioning Model will be mapped using Multidimensional Scaling in the SPSS software. The mapped coordinate results will serve as the basis for designing purchasing strategies for items, ranging from Supplier characteristics to the type of cooperative relationship with Suppliers. Based on the Supply Positioning Model method, there are 8 items in the Leverage quadrant, 9 items in the Critical quadrant, 3 items in the Routine quadrant, and 6 items in the Bottleneck quadrant. Items in the Leverage quadrant are recommended to implement a call-off contract relationship type. Items in the Critical quadrant are recommended to implement a partnership relationship type. Items in the Routine quadrant are recommended to implement a spot purchasing relationship type. Items in the Bottleneck quadrant are recommended to implement a call-off contract relationship type.

Keywords: Purchasing Strategy, Analytical Hierarchy Process, Multidimensional Scaling, Supply Positioning Model.