


Survey of Critical Relationships

*The Experience of
Component
Manufacturers*



Timetable

- Pilot Survey, September 2002
 - Send to respondents to MMTC benchmarking survey
- Approach Trade Associations, Fall 2002
 - Ask for their sponsorship of survey
- Wire-net Survey, Spring 2003
 - Send to firms on west side of Cleveland
- Nationwide Component Mfr. Survey, Spring 2003

Questions to Answer with Surveys

- How do relationships affect a firm's performance?
 - Collaboration with customers and suppliers
 - Location near customers and suppliers
 - Participation with trade associations, technical assistance providers

Questions (II)

- How have CM firm strategies changed?
 - More integration?
 - More diversified markets?
 - Which strategies are most effective in responding to OEM price squeeze?

Relationships and E-business

- Can e-business tools strengthen collaboration, or do they usually undermine it?
- What types of firms have most success with e-business tools?
 - Firms that sell to many markets
 - Firms that have adopted lean production
 - Firms that have design capability
 - Etc.