

## **ABSTRACT**

*PT INTI is a provider of engineering solutions that integrate variety of systems and technologies from many different suppliers to be an optimum service solution. Cooperation with suppliers is essential in this business process (www.inti.co.id). In conducting procurement activities, PT INTI purchase materials from outside party. One of the principles of prucerement in PT INTI is efficient. Currently, there are material procurement process that is different from the planning in PT INTI. This is due to budget exceded and delays in delivery of material. This indicates inefficient procurement process. To obtain an efficient procurement, it needs appropriate purchasing strategy for supplier selection and determine the appropriate contract for supplier.*

*Purchasing strategies are determined using the Supply Positioning Model (SPM). Data processing performed on the material purchasing data from procurement division to determine the level of cost spent and supply risk, such as month movement, amount of supplier and lead time.*

*Data processing using the SPM results material groups that divide into Critical item consist of 12 materials, Leverage item consist of 17 material, Bottleneck item consist of 37 material and Routine item consist of 106 material. There are 14 supplier who can be partners. PT INTI can form a Long-term conrtact for 1 supplier, Short-term contract for 11 suppliers, spot purchasing for 2 suppliers. Determination of purchasing strategies and contracts will serve as recommendations to improve procurement process at PT INTI.*

*Key words : Purchasing, Supply Positioning Model, Long-term Contract, Short-term Contact*