

ABSTRACT

PT Kalimantan Prima Persada (PT KPP) is a company that engaged in the service industri and coal mining contractors. To fullfill the needs of its customers, PT KPP must face the competition among other coal companies. One way to retain customers is keep good relationships with our suppliers who have contracts of cooperation with PT KPP. Supplier has a special role in business continuity because the supplier who provides the device operating heavy equipments and perform maintenance at the same time. So, we need sustained relationships contained in the procurement of goods.

Procurement of goods is one of the basic functions common in all types of firms because firms can't operate well without it. With the effective procurement of goods that the company will reduce costs because the process of production and business processes will not be disturbed. One step to do an effective procurement of goods is by using the method of Supply Positioning Model. Method of Supply Positioning Model is a tool that used to map the relative importance of each weight from each item so the output of the Supply Positioning Model method to determine the type of contract in accordance with the characteristics of the goods.

Logistics Department Procurement PT KPP especially spare parts for the units on the site of Tanjung Alam Drilling in the period 2010 (January to December) there were 234 items spare parts, with total purchases Rp.2.790.531.890. By using Supply Positioning Model method, the obtained 4 quadrants of 99 routines by a number of goods, leverage of 31 items, bottleneck and critical number of 79 items of 25 items. Based on the results we can recommend Buyer Supplier Relationship appropriate to obtain the continuity of good relations with suppliers. The recommendations of the Buyer Supplier Relationship are procurement strategies and contract types in accordance with the Supply Positioning Model method. The cooperation contract recommendation for quadrant bottleneck, critical, leverage is long-term cooperation contract (consignment) and quadrant routine is a direct purchase (Purchase Order).

From this Buyer Supplier Relationship we can use as recommendations for PT. Kalimantan Prima Persada to make procurement with consider Supply Positioning Model methods to increase quality.

Key words: supply positioning model, procurement, routine, leverage, bottleneck, critical