

# Perancangan Faktor Sukses Supplier Partnership Kategori Strategic Items pada Industri Pertambangan Batubara = Designing Success Factors Supplier Partnership for Strategic Items Category in Coal Mining Industry

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## Abstrak

Manajemen rantai pasok yang berkelanjutan merupakan pola baru yang muncul baru ini di industri dan perusahaan. Proses pengadaan barang merupakan salah satu faktor kunci untuk efisiensi dalam praktek SCM. Partnership merupakan salah satu strategi pengadaan barang untuk jenis barang strategic item. Faktor sukses partnership harus ditentukan untuk menghindari hal yang membahayakan status keuangan dan operasional perusahaan. Penelitian supplier partnership saat ini berfokus kepada pemilihan penentuan kriteria dan sustainable supplier selection yang bersifat umum. Saat ini masih terbatas penelitian faktor sukses supplier partnership yang berfokus kepada strategic item pada Industri pertambangan Batubara. Sedangkan pengadaan pertambangan batubara memiliki karakteristik tersendiri dan adanya regulasi terkait pengadaan barang. Oleh karena itu penelitian ini dilakukan untuk menentukan kategori barang yang termasuk strategic item dan merancang faktor sukses supplier partnership. Faktor utama yang diteliti adalah General, Financial, production, Reputation, Synergies, dan Sustainable. Penelitian dilakukan menggunakan metode Kraljic untuk menentukan kategori barang yang termasuk strategic item. Untuk merancang faktor sukses supplier partnership menggunakan metode Hybrid Multi Criteria Decision Making. Integrated Fuzzy AHP-Fuzzy TOPSIS digunakan untuk menentukan bobot faktor sukses supplier partnership dan melakukan perankingan supplier terhadap faktor yang digunakan

.....Sustainable supply chain management is a new pattern in industry and companies. The procurement process is one of the key factors for efficiency in SCM practices. A partnership is one of the procurement strategies for strategic items. The success factors of the partnership must be determined to avoid things that endanger the financial and operational status of the company. The current supplier partnership research focuses on the selection of general criteria and sustainable supplier selection. Currently, there is still limited research on the success factors of supplier partnerships that focus on strategic items in the coal mining industry. Meanwhile, the procurement of coal mining has its characteristics, and there are regulations related to the procurement of goods. Therefore, this research was conducted to determine the categories of goods included in the strategic items and to design the success factors of supplier partnerships. The main factors studied are General, Financial, production, Reputation, Synergies, and Sustainable. The research was conducted using the Kraljic method to determine the categories of goods included in the strategic items. Design a supplier partnership success factor using the Hybrid Multi-Criteria Decision Making method. Integrated Fuzzy AHP-Fuzzy TOPSIS is used to determine the weight of the success factors of supplier partnerships and to rank suppliers on the factors used.