Kansas City Supply Chain Integration Survey

Thank you for your interest in the Kansas City Supply Chain Integration project!

The enclosed survey supports this key initiative to integrate small businesses’ services and products into the Kansas City metro’s large business and government supply chains.

Your answers will be used SOLELY to match your organization’s vendor and supply needs with the services and product offerings of small businesses located in the Kansas City metropolitan region. Your information will remain confidential and will only be reviewed by our Kansas City Supply Chain Integration project team.

As your firm’s point of contact, you will be informed of potential matches with small companies actively seeking to supply large firms and government organizations with their services and products.

Additionally, our project team will follow up to invite your firm to submit a three-page project proposal summary for consideration of grant awards.

When complete, please email the survey to Bill.Flynt@FlyntGroup.com

Should you have any questions, please do not hesitate to contact me directly at:

Dr. Bill Flynt
(816) 243-0044
Bill.Flynt@FlyntGroup.com
Kansas City Large Business / Government Supply Chain Integration Survey

Thanks for participating in Flynt Group’s Large Business / Government Supply Chain Integration Survey. The survey only takes about 5 minutes to complete – done!

As a major organization, you’ve perhaps experienced challenges in establishing a reliable, efficient supply chain of vendors that meet your quality and cost requirements. This survey helps your organization by identifying high performance, and often local small businesses that are interested and actively seeking to integrate their products and services into large business and government supply chains.

Flynt Group’s project team will use the requirements you provide in this survey to introduce small companies eager to earn your business. This deepens your vendor bench and increases your choices, potentially reducing costs, mitigating the potential for supply chain disruptions due to over-reliance on a limited number of vendors, and increasing your awareness of other product and service sources.

Our project team keeps your individual responses confidential, and any publicly released analysis of survey data reflects only aggregate results. Let’s get started!

1. First, the administrative information:
   - Company Name: ____________________________________________________________
   - Physical Address: __________________________________________________________
   - Work Phone: ______________________________________________________________
   - Website: _________________________________________________________________
   - Contact’s Name: __________________________________________________________
   - Contact’s Email: __________________________________________________________

2. Next, in a short sentence or two, what are the main products and services your organization requires from your vendors?
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________

3. Are your organization’s product and service requirements concentrated primarily in the Greater Kansas City metro area?
   - Yes
   - Some of our requirements are, but we have facilities elsewhere that also need support
   - No

4. In a few words, in which industries (e.g., automotive, federal government) does your organization operate?
   __________________________________________________________

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5. Please prioritize as “1,2,3” in the space next to the bullet your organization’s top three product or service characteristics it uses as selection criteria for its suppliers:

- Lowest Cost – Technically Acceptable
- Quality of production or performance
- Precision manufacturing / performance
- Specialty materials
- Credentialed skills
- Attractive design and aesthetics
- Innovative features
- Volume of production
- Speed of delivery
- Highly technical / complex production or services
- On site production or service
- Other (please explain): ____________________________

6. Specifically, name three (3) current small business vendors that best describe the size and type of suppliers that typically provide your organization with needed products or services:

____________________________________
____________________________________
____________________________________

7. Are the majority of your suppliers... (only pick ONE):

- Local? (“our suppliers are located within the Kansas City metro area”)
- Regional? (“our suppliers are state-wide or located within a few adjacent states”)
- National? (“our suppliers are located throughout the United States”)
- International? (“we have suppliers in multiple countries”)

8. How do you receive products or services provided by your vendors?... (pick ALL THAT APPLY):

- Our company’s vehicles
- A postal, courier, or shipping firm (e.g., US Postal Service, UPS, FedEx, DHL)
- A commercial trucking company
- Waterborne shipping (e.g., barge)
- Rail
- Air (e.g., major airline shipping, chartered aircraft)
- On site delivery of services / products (i.e., “vendors work on our site”)
- Virtually (e.g., “the services and products we need are delivered via the Internet”)

9. Is your organization required by regulation to use vendors with specialty licenses, certifications, or permits?

- Always Yes
- Always No
- It depends on the product or service we order
- It depends on the location where we accept the product or service
10. Please identify three key certifications that you require / desire from your vendors

____________________________________

____________________________________

____________________________________

11. If your firm received a grant to integrate small businesses into your supply chain (private sector), or potentially could engage a small company that had received such a grant (government sector), how could your organization use that opportunity? ... (pick the TOP TWO)

☐ Expand our production volume (e.g., equipment to make more products)
☐ Expand our production capabilities (e.g., equipment to make different products)
☐ Subcontract production
☐ Contract additional workers
☐ Training services
☐ Certification programs
☐ Architecture and Engineering
☐ Construction
☐ Design and prototype development
☐ Research and study services
☐ Advisory and Assistance Services / technical consulting
☐ Supply / materials procurement
☐ Special projects / events management
☐ Information System products and services
☐ Other (Please explain):

____________________________________

____________________________________

12. What are the barriers your organization most frequently confronts regarding engaging with small businesses?

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

13. Which best describes your position in your organization?...(only pick ONE)

☐ CxO / Senior Executive or Official
☐ VP / Department Director
☐ Manager / Deputy Director
☐ Non-manager employee

14. Does your organization have an active program to engage small businesses?

☐ Yes
☐ No
☐ Not sure
15. Does your organization have an active Mentor – Protégé program to cultivate long-term engagements with select small businesses?
   - Yes
   - No
   - Not sure

16. Does your organization have an active small business liaison responsible for engaging with small companies?
   - Yes
   - No
   - Not sure

Check us out at [www.BizIntegrationKC.org](http://www.BizIntegrationKC.org)!
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#KansasCityBusiness and #SmallBusiness
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