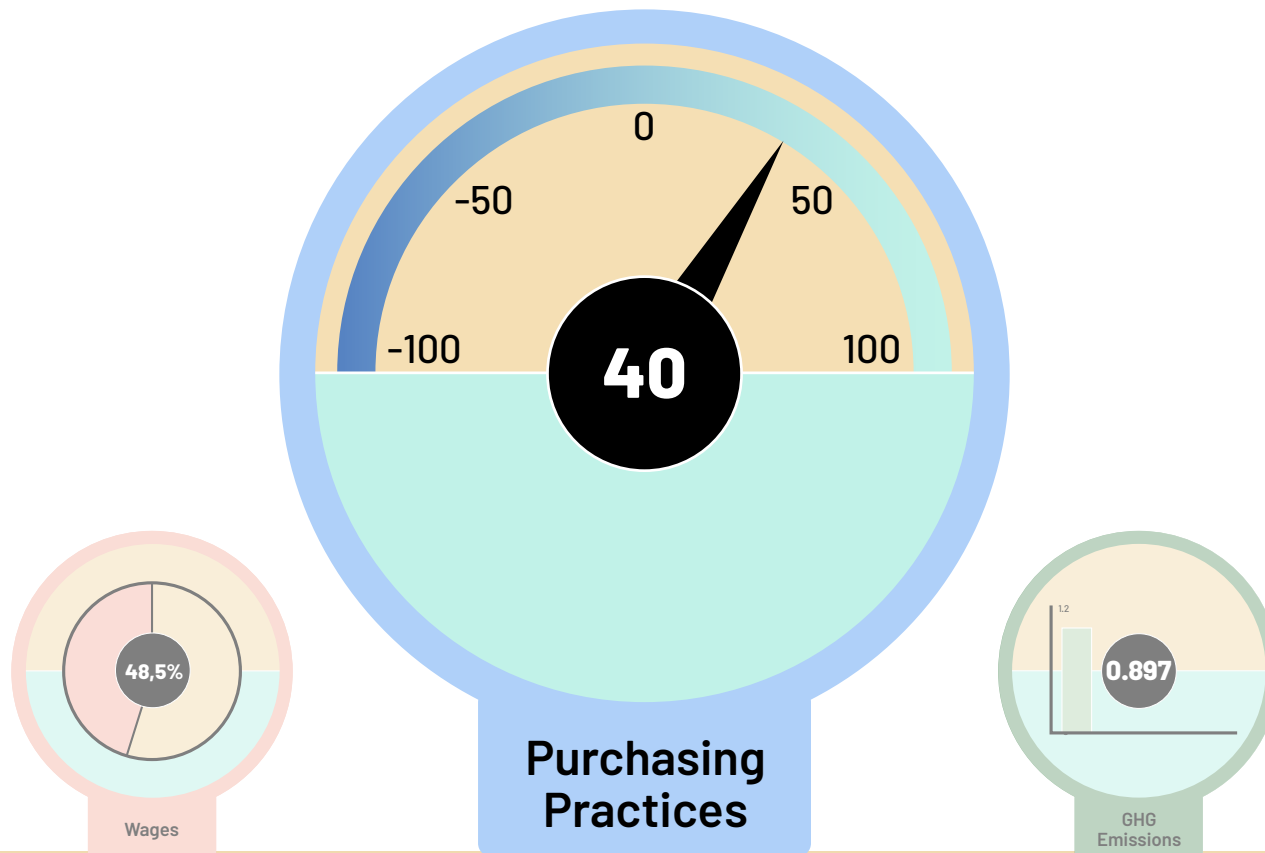


How can manufacturers use The Industry We Want's purchasing practices metric?



Learn more about the 2023 purchasing practices score.

⇒ What is the metric?

Each year, we ask manufacturers worldwide to share feedback on your commercial relationships with your brand partners through The Industry We Want's [purchasing practices metric](#). Between 2022 and 2023 the score only increased by one point from 39 to 40, showing the stagnation of progress. It's clear that power imbalances still define brand-manufacturer relations, with your voice being too often ignored.

The main challenges

In 2023, the feedback from manufacturers showed that you see buyers' greatest purchasing practices challenges in:

- Unstable business with buyer
- Buyers' lack of consideration for suggestions on product and process innovation
- Buyers' inefficient operational process

For more insights, read the [Better Buying Partnership Index Survey™ report](#) which powers TIWW's metric.

Why responsible purchasing practices?

Adopting responsible purchasing practices contributes to your ability to:

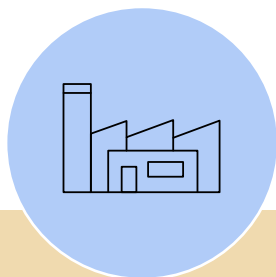
- plan production effectively
- manage working hours; pay workers fairly
- and, invest in improving labour conditions

This boosts productivity, stabilises your workforce and builds resilient supply chains.

([Common Framework for Responsible Purchasing Practices](#))



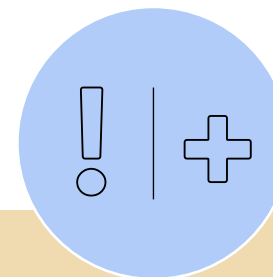
Purchasing Practices



Impact on the factory



Impact on workers

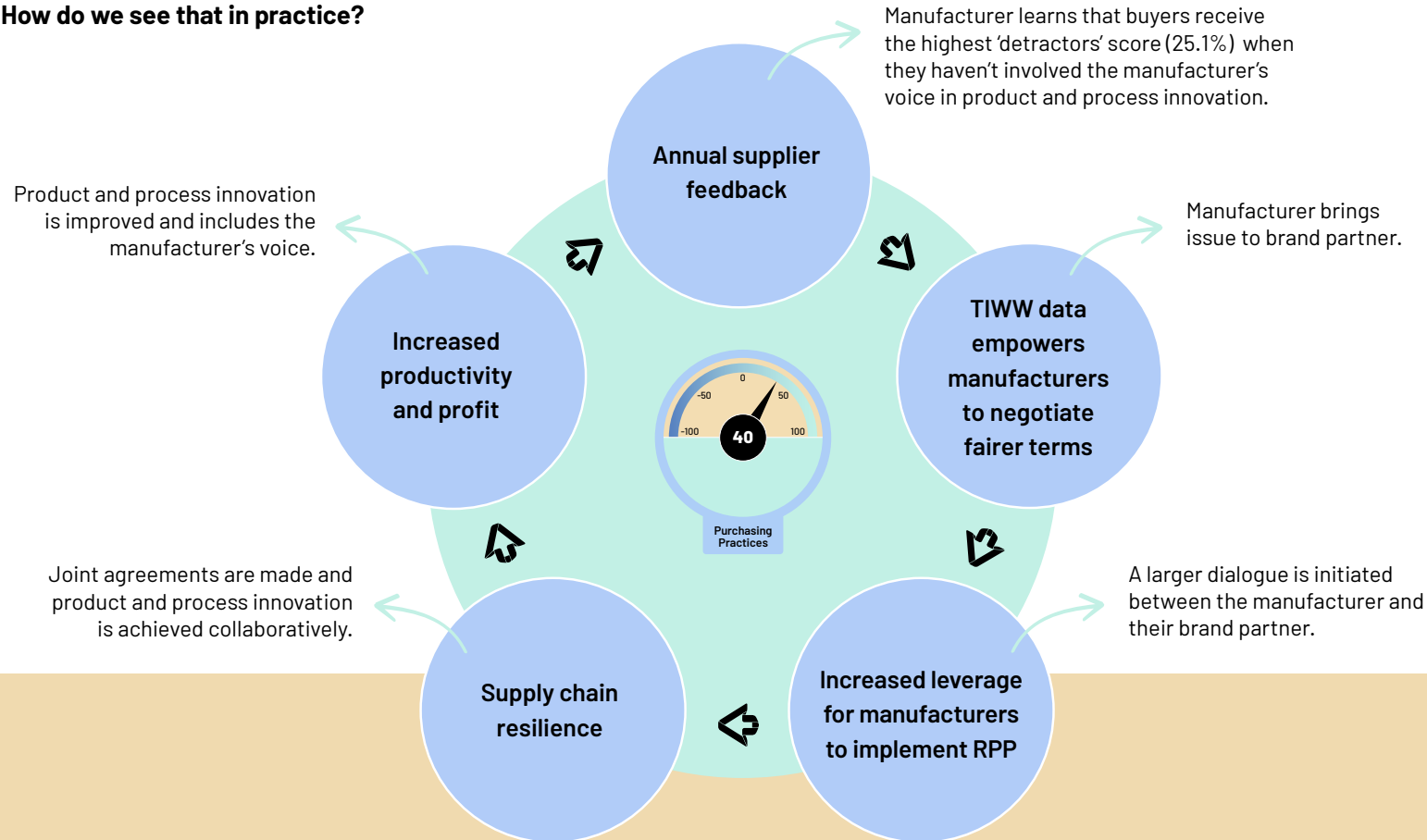


Risks/benefits to buyer

⇒ How can you use the metric?

The TIWW purchasing practices metric gives you the chance to **have your voice heard**. By accessing insights into the risks linked to your buyers' purchasing practices, you can better negotiate with your brand partners. Fairer terms can be agreed on before contracts are signed and orders are accepted to ensure better and more profitable business. TIWW sees this annual feedback moment as a conversation starter between you, the manufacturers, and your brand partners. Together, we can promote shared responsibility and transform commercial relationships.

How do we see that in practice?



⇒ Join The Industry We Want

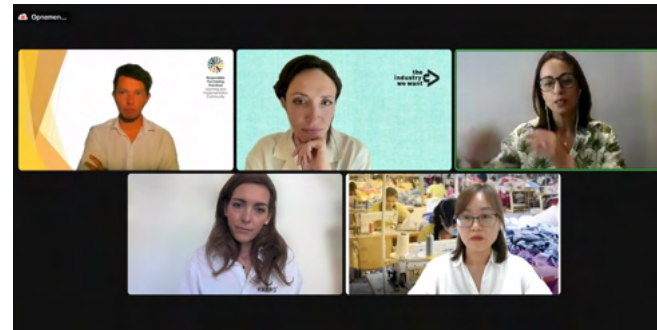
Engaging with manufacturers is a key driver in realising the shift in power relations between buyers and brands. As such, TIWW stands close to production country voices. Our role is to facilitate exchanges and build connections between actors who traditionally do not work closely together.

TIWW aims to create mutually beneficial partnerships where brands enable manufacturers to prevent harm and facilitate social and environmental improvements in the supply chain. Advocating for responsible purchasing practices should not only be on the shoulders of you, the manufacturers, which is why TIWW leverages your feedback to drive positive developments in commercial relationships and hold brands to account.

'It's our turn to raise our voices and share experiences as manufacturers to transform the industry. Take 10 minutes to fill out the partnership survey and save months of effort. Give a chance to the brands to evolve with our feedback.'

Bulent Alkanli
Managing Director of Meta Sourcing

- [Join The Industry We Want's community](#)
- Participate in the global Partnership Index™ Survey in October 2023 to have your say in realising equal partnerships between buyers and manufacturers.
- [Join our future webinars](#)
- (Re)watch:
 - [Watch TIWW's OECD side session about the industry dashboard \(February 2023\)](#)
 - [Watch TIWW's webinar about purchasing practices \(May 2023\)](#)



- Reach out to us at info@theindustrywewant.com
- Follow us on: [!\[\]\(13dd0e1ab3baa23f7c1ed52b3eec2756_img.jpg\)](#) [!\[\]\(5ed985c65f50e5350eeeb77f03c2e095_img.jpg\)](#) [!\[\]\(9df44d2794f927e8a7eb6682863e4aa8_img.jpg\)](#)



Thank you for being part of The Industry We Want.