



**Mission Translate**

Global is local

**HOW TO  
ELEVATE YOUR  
SUPPLIER RELATIONSHIPS TO  
GENUINE, TRUSTED PARTNERSHIPS**

*Danny Russell, Non-Executive Director of Mission Translate*

*William Powell, VP of Market Insights & Strategic Partnerships at Ivy Exec*

# TRANSFORM YOUR RELATIONSHIPS

Elevate from transactional to genuine, trusted partnerships

“  
*Business is all about relationships...  
how well you build them determines  
how well they build your business.*

”

**Brad Sugars**

Entrepreneur, Author and Business Coach

Relationship goals



# GENUINE, TRUSTED PARTNERSHIPS

①

Efficiency

②

Growth

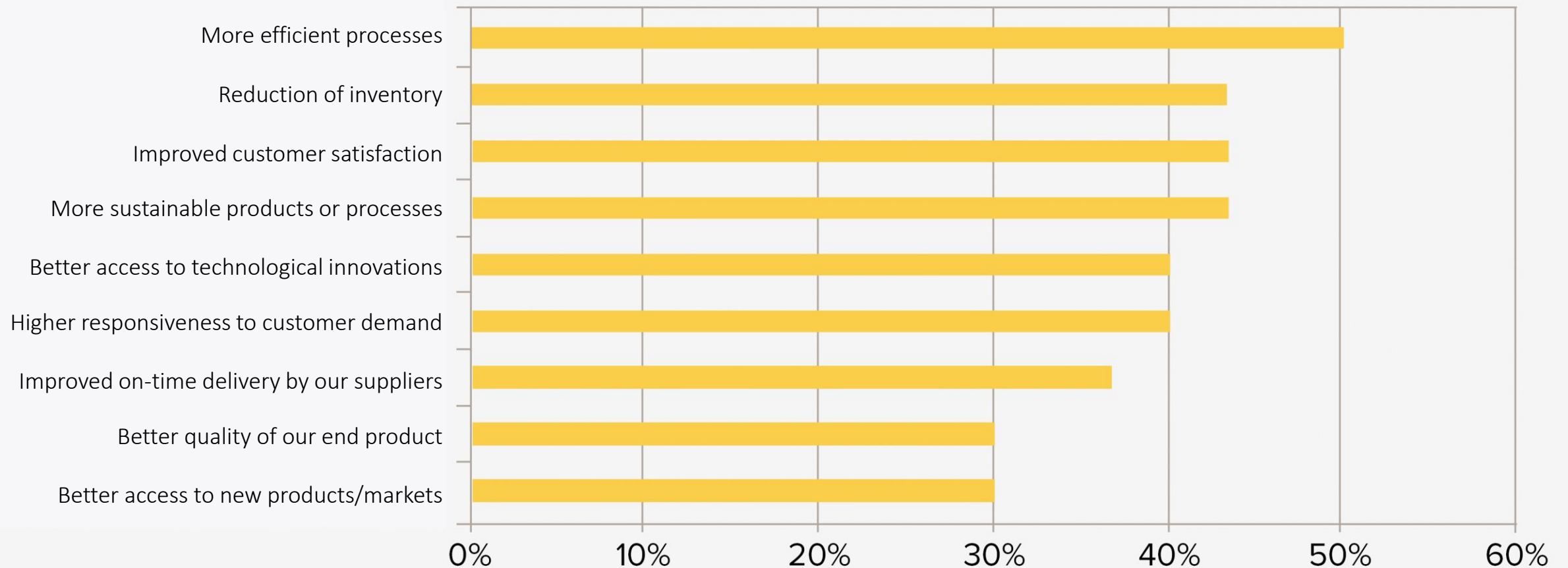
③

Morale

- Language service providers (such as Mission Translate)
- Market research agencies
- Recruitment agencies
- IT, digital and software suppliers
- Audio-visual services
- Viewing facilities
- Creative and design support

# EFFICIENCY: PwC (2013) proved “more efficient processes” emanate from genuine, trusted partnerships

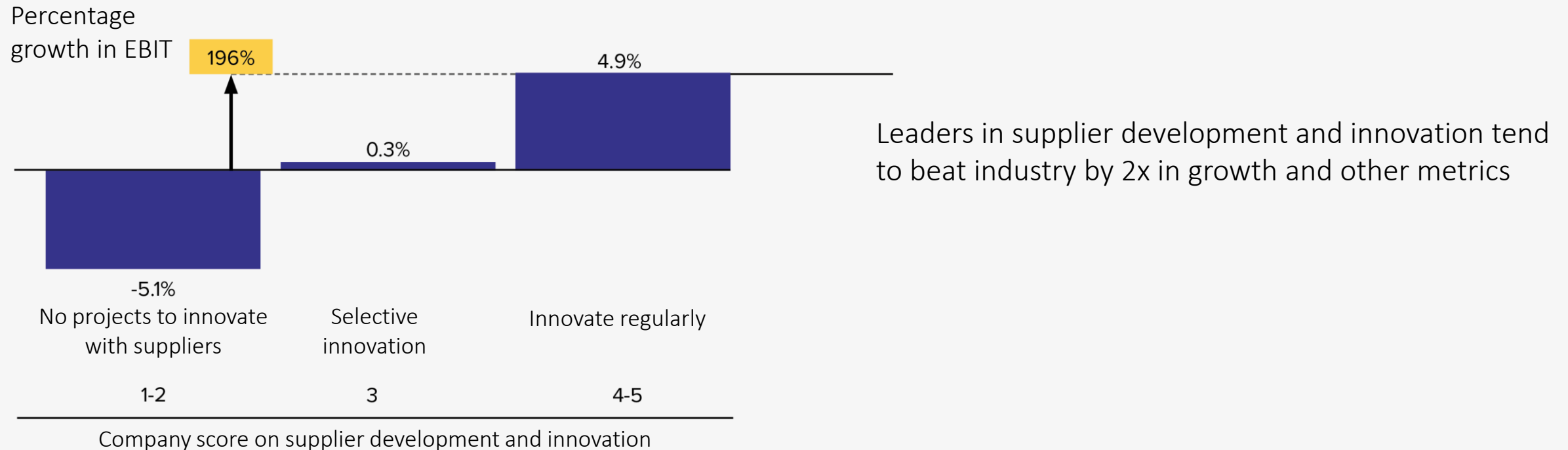
## Performance benefits of Supplier Relationship Management



Source: PricewaterhouseCoopers, *Supplier Relationship Management: How key suppliers drive your company's advantage*, 2013

# GROWTH: McKinsey (2020) confirmed genuine, trusted partnerships improve performance

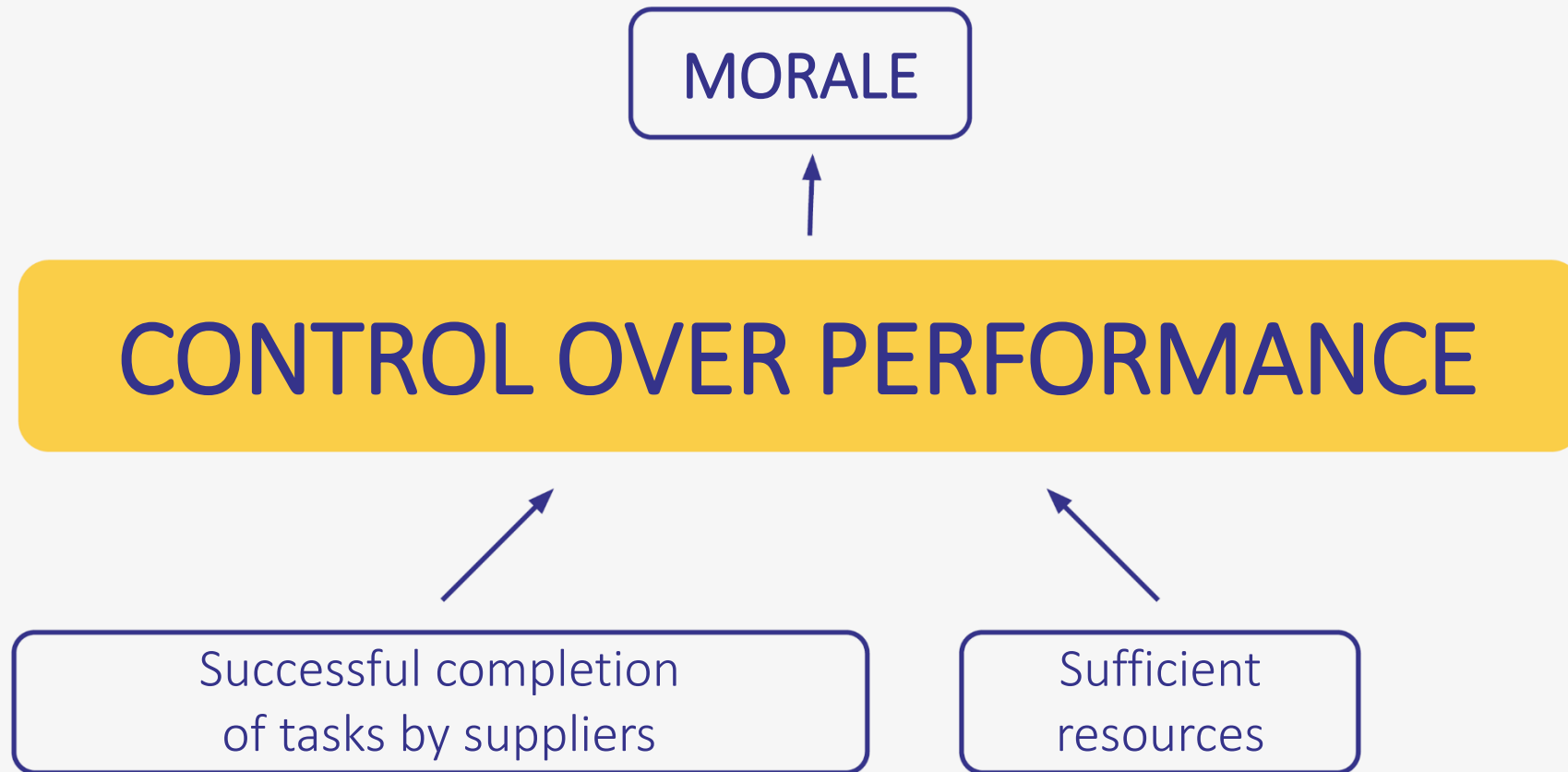
Companies with advanced supplier-collaboration capabilities tend to outperform their peers



Results are based on a survey of 105 companies on their supplier-collaboration practises<sup>1</sup>

Source: McKinsey & Company,  
Taking supplier collaboration to the next level, July 2020

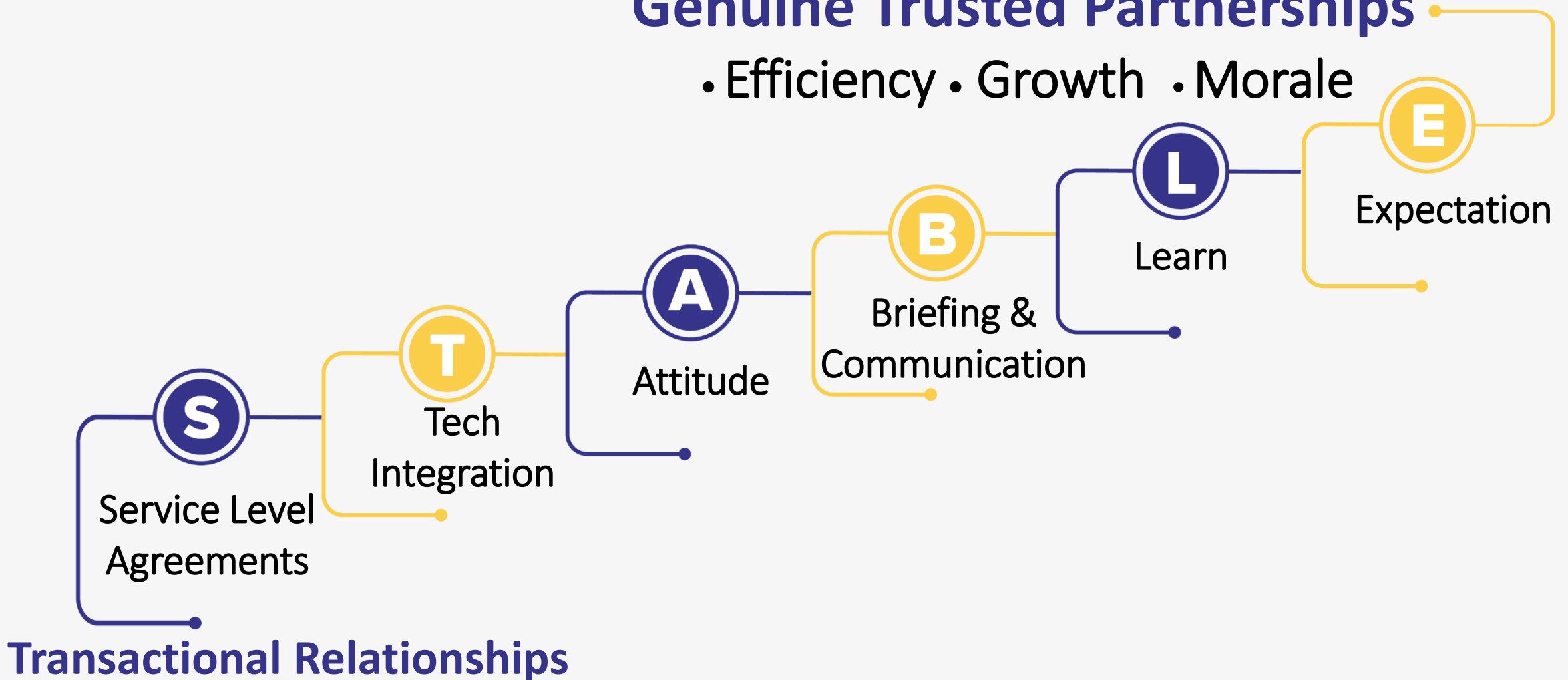
**MORALE:** Harvard Business Review (2019) highlighted better supplier relationships lead to higher staff **morale**



# The Mission Translate **STABLE** model for elevating supplier relationships to Genuine, Trusted Partnerships:

## Genuine Trusted Partnerships

• Efficiency • Growth • Morale



# William Powell, VP of Market Insights & Strategic Partnerships at Ivy Exec



A real-life example to demonstrate how the  
**STABLE** model helps elevate a supplier  
relationship to a genuine, trusted partnership.





At Mission Translate, we've experienced how, with the **STABLE** model, supplier relationships can be elevated to genuine trusted partnerships and deliver improved:



Efficiency



Growth



Morale



Come and say hello  
at Stand 106!



**Mission Translate**  
Global is local