

# Supply Chain Management

## Preferred Supplier Arrangements

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# Preferred Supplier Arrangements

1. Recruitment
2. Designers
3. Suppliers
4. Sub Contractors
5. Clients

# Preferred Supplier Arrangements

## WHY?

1. We are a constructor that gets appointed before there is anything to price.
2. We are a project manager that will take cost and time risk to build.

So we need a supply chain from brief to construction handover.

# Preferred Supplier Arrangements

Well, it starts at recruitment

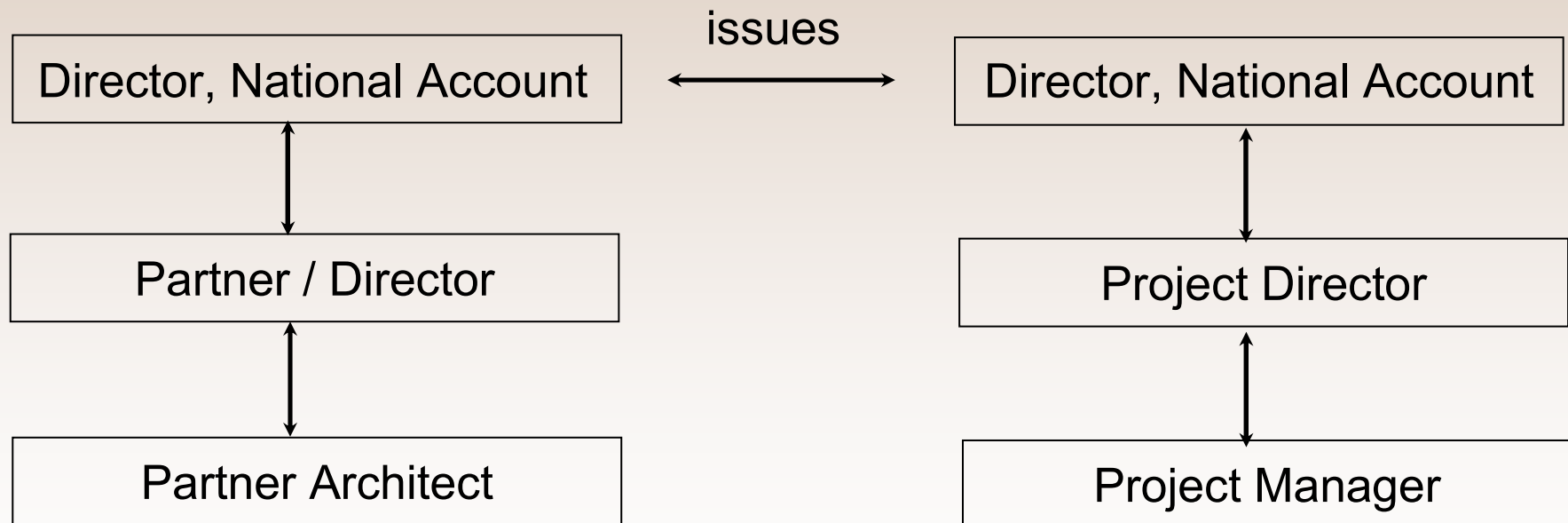
# Preferred Supplier Arrangements

...with the aim of recruitment services to  
Arrow being provided at the highest level.

# Preferred Supplier Arrangements

## DESIGNERS:

### National Account Management Structure



# Preferred Supplier Agreement

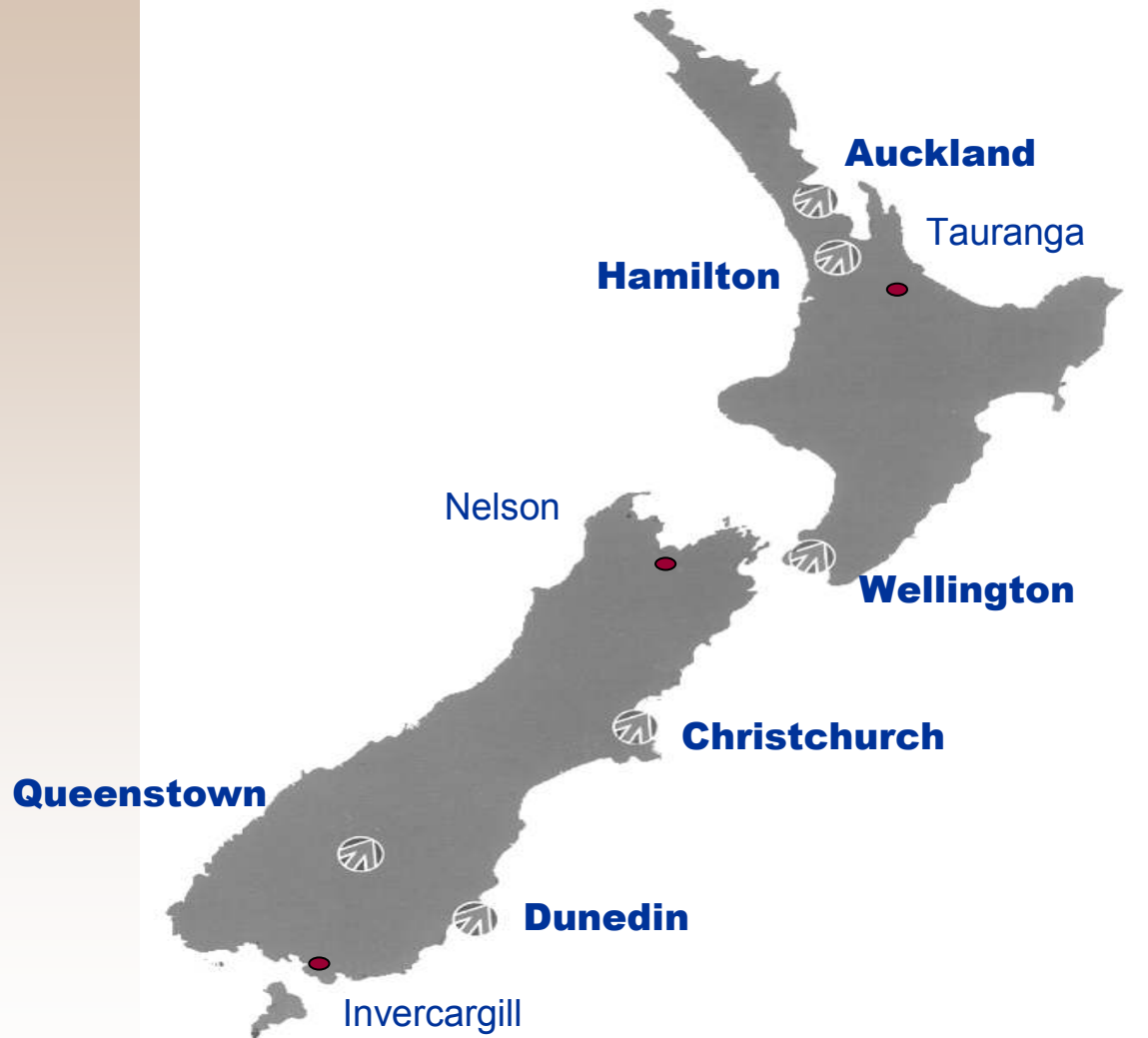


*Building the Future  
Together*

**Carters  
In Partnership with  
Arrow International  
Limited**



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## SUB CONTRACTORS:

Price is important but so is service and innovation.

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## CLIENTS:

Generally informal

“Do an outstanding job and we’ll have you back”!