Case Study:  **SRM at Deere & Company**

Total points:  20 points on Midterm Exam.

*Submission deadline:*  3:00 pm, Thursday, March 3, 2005.

- Access the *John Deere Supply Network* at [http://jdsupply.deere.com](http://jdsupply.deere.com) and look into the practices of Deere & Company with respect to supplier development and supplier relationship management (SRM). Your case study [write-up] should be brief and to the point—2-3 pages (*maximum*), typewritten, double-spaced.
- Attach to your write-up relevant materials downloadable from the website; however, you should leave out materials that are NOT directly referenced in your write-up. Do refrain from padding your submission with unnecessary printouts from the website. While points will be gained for attachments that are relevant, those that are NOT relevant will *negatively* affect your score.

**Points to Ponder for Your Case Study**
