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### Steps to Help Mitigate Impact of Barriers

What are the obstacles you encounter with your supplier development efforts in emerging markets (i.e. low-cost countries)? A recent CAPS Research survey indicates the percent of organizations that experience the listed common barriers to effective supplier development in emerging markets. These same companies have also taken significant steps to help mitigate the impact of these obstacles. For example, 68% of the companies have established international procurement offices in emerging markets; 63% conduct risk monitoring activity more frequently with suppliers in emerging markets than for those in developed markets; and 42% conduct supplier development activity more frequently with suppliers in emerging markets than for those in developed markets.

Source: CAPS Research “Sourcing in Emerging Markets” published November 2015.

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### Measure up. Move Forward.

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