

## ISM JAPAN: A TOKYO, DES DIRECTIONS ACHATS EN TÉLÉTRAVAIL ET RESPONSABLES



It's a kind of club in the club. Like a local network within ISM Japan, emulation of the ISM (Institute of Supply Management) led by Osamu Uehara. They are 21 purchasing managers to have accepted (rare) to answer a mini-survey on their organization, in the middle of the Covid-19 crisis. Former students of Osamu Uehara who is also our correspondent in Tokyo. Japan has been officially confined since April 25. Before, it was rather recommendations, more or less followed by companies ... The Purchasing Letter has long had a correspondent on site, Osamu Uehara, who is also the representative in the ISM archipelago (Institute of Supply Management). We came up with the idea of a... mini-survey to see how the purchasing departments were behaving as concerns arose around the Covid-19. No sooner said than done. In one week, 21 purchasing managers from different business sectors answered their former teacher ...

### **BCP for all**

It appears from these data that Purchases in Japan in this period of confinement are rather very mature by not giving in to panic ... Their companies all rely on a BCP (19 of 2). In Purchasing, a little less, but still 15 of them have developed a declination for their service. As for whether these same purchasing departments require their famous BCP from their suppliers, yes for 12 of them. But have they mapped supplier risks? To this question, it is 50/50. Half half. We should probably find the same kind of answers here (Europe).

The companies (factories) are not idle (13 out of 8 are operating) but they note that their suppliers have fairly severe supply difficulties (16 against 5). Curiously, in opposite proportions. Are respondents not too optimistic about the real level of their activities? Another (small) analysis difficulty: if Purchasing considers itself very dependent on their suppliers outside the country, they do not plan to modify these sources or their origin, and even less to migrate to other areas of Asia. from the Southeast. If their distant suppliers are in China, they may (temporarily) regret it but do not plan to relocate elsewhere or further. The question of possible relocations to Japan does not seem to arise either.

Will they change their payment terms? No to 90%. But reducing orders like projects, here again, is 50%, between yes and no ... No tension noted on prices either. As for the purchasing professionals themselves, they are 90% teleworking and do not plan to take advantage of this time to do training ... Finally, again, it's 50-50. No wins little.

Can all this still change? To be continued. Japan is also one of the countries whose population is least affected by the pandemic. In the meantime, these companies and professionals are very mature. In a country, in which Purchasing in the sense that we understand it here in Europe is not as widespread or taught (it is above all logistics concepts that come to mind when we want to define the field of responsibilities, this mini-survey is rather encouraging.