Collaborative New Product Development
Supplier Selection and Purchasing

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This licentiate thesis is based on case study research where two NPD projects have been studied. Both studies were conducted at ABB, which is a large high-tech system integration firm. This study has identified and categorised criteria for selecting suppliers to involve in NPD projects. Both criteria from existing literature and from the studied NPD projects are mapped into a process model of supplier selection where criteria are classified into three categories: product and production factors, firm characteristics and relational criteria. In addition, this study has investigated the role of Purchasing in NPD and argues that Purchasing can be a troubleshooter. This role can solve problems that emerge in collaborative NPD projects that involve suppliers. The type of problems that a troubleshooter can solve involves lack of commitment and interest from the supplier or conflicts where the supplier has changed its strategy.