

Breaking Up Is Hard to Do: Tips for Handling Supplier Terminations

The decision to end a supplier relationship can be a difficult one, often reached only after multiple attempts to fix problems have failed and various alternatives to termination have been fully considered, writes **Robert F. Ware** of **Thompson Hine**.

“When the decision is finally made, the focus turns to effecting the termination and transitioning to a new supplier as quickly and seamlessly as possible. Having reached this stage, it can be frustrating to encounter legal issues that delay the conversion or require a change in strategy. Even worse is a legal dispute that causes delay *and* significant unanticipated costs,” Ware writes.

He offers some strategies to consider at the outset of any discussion about a possible supplier termination.

Read the article.