Ladawan Thongpisitsombut 2018: Procurement Process Enhancement A Case Study Of Beverages Company. Master of Science (Agro-Industrial Technology Manegement), Major Field: Agro-Industrial Technology Management, Department of Agro-Industrial Technology. Independent Study Advisor: Associate Professor Pornthipa Ongkunaruk ,Ph.D. 78 pages.

A case study company is a central procurement unit responsible for providing procurement services to all related companies in the Group. Currenly, the unit determines the suppliers bases on the lowest price only. The purpose of this study is to priorite factors that influence Company on selecting the best suppliers using Analytical Hierarchy Process (AHP) to allow the company to select the right supplier and to categorize the products to reduce purchasing lead time and implement the right strategy for each type of product. First, we collect the two year historical sales data and implement ABC Analysis. Then, we use the Portfolio Model to categorize the products considering the risk of supply shortage and value perspective. The result showed that the tire using in trucks has the highest value which is suitable for our study. Next, the factors used in AHP were obtained from related literature and expert opinion from the related staff. There are four factors i.e. 1) on time delivery 2) durability 3) price and 4) transportation cost. There are three options i.e. The Company A, B and C. Next, we proposed the procurement system by using the annual order quantity to establish the blanket order which indicates the minimum order quanitity and price agreement with the supplier. This strategy helps the company negotiate with its suppliers for better price agreement. It also reduced the purchasing processes from a month to 3-5 days and saved annual procurement cost about 5%. In the future, the company could implement this research in other products to optimize the procurement process.

_____ _____ ____/____/____

Student's signature Independent Study Advisor's signature