

## CHAPTER VI

### CONCLUSION AND SUGGESTION

This chapter contains conclusions from research on proposing evaluation criteria and selection mechanisms for selecting drug suppliers at RSI Ibnu Sina West Sumatra and suggestions for further research.

#### 6.1 Conclusions

The conclusions obtained from the results of this study are as follows:

1. The criteria obtained from the literature study are as many as five, while the sub-criteria obtained are as many as 18. After an expert assessment, five criteria were selected: quality, cost, delivery, service, and relationship. While the selected sub-criteria are as many as ten sub-criteria. These sub-criteria are expired time, product price, discount, grace period, order fulfillment, lead time, fast response, return, company profile, and company track record.
2. The priority order of criteria based on weight is as follows: cost with a weight of 0.350, quality with a weight of 0.249, delivery with a weight of 0.191, service with a weight of 0.136, and relationship with a weight of 0.073. The priority order of sub-criteria based on global weight is expired time with a weight of 0.249, product price with a weight of 0.181, order fulfillment with a weight of 0.121, discount with a weight of 0.120, fast response with a weight of 0.078, lead time with a weight of 0.070, return with a weight of 0.058, company track record with a weight of 0.055, grace period with a weight of 0.049, and company profile with a weight of 0.018.
3. The mechanism for selecting drug suppliers at RSI Ibnu Sina involves several stages. First, the preparation of a list of prospective suppliers, which is divided into new and old suppliers. Second, supplier assessment based on quality, cost, delivery, service, and relationship criteria. Third, the calculation of the supplier's weight is based on the assessment of the hospital

and the weight value of each criterion that has been determined in this study. Fourth, the determination of supplier ranking based on the weight obtained. Fifth, the determination of selected suppliers based on the results of the ranking. Finally, supplier performance evaluations are carried out every month to monitor performance and provide feedback in the form of constructive suggestions and inputs as well as recapitulation of supplier performance records.

## 6.2 Suggestions

Suggestions for future research are as follows:

1. Supplier selection is carried out not only for drug suppliers but also for all other suppliers, such as suppliers of medical devices.
2. For hospitals, supplier selection can be done using a mechanism that has been designed, and periodic supplier performance evaluations are carried out to see the development of the supplier's performance.

