Evaluation and Segmentation of Printing Accessories Suppliers Based on the Integration of the Best Worst Method and Fuzzy TOPSIS (Case Study at PT. Udaka Indonesia)

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ABSTRACT

In an increasingly competitive industrial environment, every company strives to increase the quality and efficiency of its product development process. PT. Udaka Indonesia, a clothing manufacturer, is experiencing raw material shortages that disrupt the company's production process. The goal of this research is to assess and segment the company's suppliers. The Best Worst Method (BWM) is employed for weighting criteria, and Fuzzy TOPSIS is used to rank alternative providers and subsequently segment them. The dimensions of capabilities (8 criteria with 26 sub-criteria) and willingness (4 criteria with 15 sub-criteria) make up the company's supplier evaluation criteria. The evaluation results suggest that suppliers A_2, B_2, C_2, and D_2 are the best in terms of capabilities for label accessories, stickers, paper tags, and polybags, respectively, while A_1, B_2, C_2, and D_2 are the best in terms of willingness. Supplier segmentation results show that segmentation 1 includes suppliers C_1, B_1, B_3, and D_1, segmentation 2 includes supplier A_3, and segmentation 4 includes suppliers A_1, A_2, B_2, B_4, C_2, and D_2.

Keywords: *Supplier evaluation, Supplier segmentation, Best Worst Method* (BWM), *Fuzzy* TOPSIS

1. PRELIMINARY

In an increasingly competitive industrial environment, every company strives to increase the quality and efficiency of its product development process. The company does this to remain competitive with its rivals. One of the essential factors in improving product production performance is the availability of raw resources. According to Hendratmiko (2010), raw materials are the company's most crucial aspect in ensuring a smooth production process. The supplier is one factor that has a significant impact on the company's raw material availability.

PT. Udaka Indonesia is a clothing manufacturing firm. The company's issues are tied to delivering raw materials from suppliers, who frequently have mistaken quality and quantity and late deliveries, resulting in losses. Evaluation and segmentation of suppliers is one strategy to address these issues. Supplier segmentation is meant to classify suppliers based on their ability to supply raw materials to the company, and supplier evaluation is used as a reference in establishing the company's primary suppliers. Furthermore, the segmentation is used as a proposal for determining the company's activities towards its suppliers.

The *Multi-Criteria Decision Making* (MCDM) approach has been used to research supplier selection and assessment issues. Some research that raises related topics are as follows:

Tabel 1. *State of the art*

Name	Method	Criteria
Gupta and Barua (2017)	BWM and *Fuzzy* TOPSIS	Collaboration, environmental investment and economic benefits, availability of green competencies, environmental management initiatives, research and design initiatives, green purchasing, regulatory obligations, and identification of market pressures and demands are among the seven main criteria with 42 sub-criteria (collaboration, environmental investment and economic benefits, availability of green competencies, environmental management initiatives, research and design initiatives, green purchasing, regulatory obligations, and market pressures and demands identification).
Adhiana et al. (2019)	*Fuzzy Promethee*	There are five requirements (competitive price, availability of goods, quality of goods, delivery time, and delivery capacity)
Dachyar and Maharani (2019)	BWM and TOPSIS	There are two dimensions, twelve primary criteria, and 37 sub-criteria (ability: technical, product quality, delivery, intangible, financial, sustainable, and organizational, as well as willingness to improve performance, share information, interdependence, and long-term relationships)
Lestari and Fauzi (2019)	AHP	There are six main criteria and fifteen sub-categories (quality, delivery, price, production capability, service, vendor characteristics)
Sulistyoningarum et al (2019)	BWM,TOPSIS and MOLP	There are four main criteria and ten sub-categories (price, delivery, capability, and flexibility)
Kurniawan and Puspitasari (2021)	*Fuzzy* BWM	There are five requirements (service, flexibility & delivery, reputation, quality, and purchase cost)
Hidayat	*BWM and Fuzzy TOPSIS*	There are two dimensions, 12 criteria, and 41 sub-criteria.

2. METHOD

This study was carried out at PT. Udaka Indonesia, which is located in Kalasan, Sleman, Yogyakarta. The investigation was carried out in the following manner:

2.1 Determination of criteria and sub-criteria

Identifying the criteria and sub-criteria desired by the firm is the first step in problem-solving. The findings of conversations between the company's *Decision Maker* (DM), typically the general manager and factory manager, and PPIC purchasing are used to determine these criteria. The two parties were picked because they have the most influence over its continuity and are the most knowledgeable about its suppliers. According to Rezaei et al. (2015), the evaluation criteria are divided into two categories: the capabilities dimension, which consists of eight criteria (ability: technical, product quality, delivery, service, financial, organizational, sustainable, and intangible) and the willingness dimension, which consists of four criteria (willingness: to improve performance). 24 sub-criteria in the capabilities dimension and 15 sub-criteria in the willingness dimension were derived based on the findings of the *Decision Maker* (DM) discussion with the company's PPIC purchasing, as shown in Tables 2 and 3 below:

Tabel 2. Dimension *Capabilities*

No.	Criteria	Sub Criteria
1.	Technical Ability (C1)	Production capacity and facilities (C_{11})
		Process capability (C_{12})
		Technological development (C_{13})
2	Product Quality Capability (C2)	Product quality (C_{21})
		Product reliability (C_{22})
3	Delivery Ability (C3)	Delivery constraints (C_{31})
		On-time delivery (C_{32})
		Delivery quantity accuracy (C_{33})
		Packing capability (C_{34})
4.	Service Ability (C4)	Booking service (C_{41})
		Repair service (C_{42})
5.	Financial Ability (C5)	Competitive price (C_{51})
		Discounts (C_{52})
		Cost control (C_{53})
		Shipping costs (C_{54})
6.	Organizational Ability (C6)	Organizational Management (C_{61})
		Communication system/easiness (C_{62})
		Guarantees and claims (C_{63})
		Document (C_{64})
7.	Sustainability (C7)	Waste management (C_{71})
		Recycling program (C_{72})
		Environmental certification (C_{73})
		Environmental health & safety (C_{74})
8.	Intangible Ability (C8)	Reputation and position (C_{81})
		Performance history (C_{82})
		Geographical location/proximity (C_{83})

Tabel 3. Dimensions of *Willingness*

No.	Criteria	Sub Criteria
1.	Willingness to Improve Performance (W1)	*Supplier* commitment to continuous improvement in processes and products (W_{11})
		Supplier efforts in eliminating waste (W_{12})
		Supplier efforts in promoting just in time (JIT) (W_{13})
		Willingness to integrate supply chain management relationships (W_{14})
2.	Willingness to Share Information (W2)	Open communication / honest and frequent communication (W_{21})
		Information disclosure (W_{22})
		Willingness to share information, ideas, and cost savings (W_{23})
3.	Willingness to rely on each other (W3)	Mutual respect and honesty (W_{31})
		Ethical standards (W_{32})
		Impression (W_{33})
		Dependency (W_{34})
4.	Willingness to Engage in Long Term Relationship (W4)	Long term relationship (W_{41})
		Quality commitment (W_{42})
		Quality Consistency (W_{43})
		A close relationship (W_{44})

2.2 Criteria Weighting

The weighting of the previously derived criterion and sub-criteria is then applied. The company's policymaker, typically the *Decision Maker*, performs this weighing via a criterion-weighted questionnaire (DM). The *Best Worst Method* is then used to process the weighted findings (BWM). Rezaei (2015) proposed the best worst technique to solve the problem of *Multi-Criteria Decision Making* for the first time (MCDM). The processes for utilizing the BWM approach to calculate the weight of the criteria are as follows:

1) Determine criteria

2) Determining the best and worst criteria

3) Determine preference criteria from *Best-to-*

Others (BO) and *Others-to -Worst* (OW)

4) Determining the optimal weight W_B

$min\ \xi$

s.t.

$$\left|\frac{W_j}{W_w} - \alpha_{jw}\right| \leq \varepsilon\ for\ all\ j \quad (2.1)$$

$$\left|\frac{W_B}{W_j} - \alpha_{Bj}\right| \leq \epsilon\ for\ all\ j \quad (2.2)$$

$\sum_j W_j = 1$

$W_j \geq 0\ for\ all\ j.$

5) Determining *Consistency Ratio (CR)*

$$CR = \frac{\varepsilon*}{Consistency\ index\ (CI)} \quad (2.3)$$

Tabel 4. *Consistency Index (CI)* (Rezaei, 2015)

a_{BW}	1	2	3	4	5	6	7	8	9
CI	0.00	0.44	1.00	1.63	2.30	3.00	3.73	4.47	5.23

2.3 *Supplier* Evaluation

The weighted results and the results of the supplier assessment questionnaire done by PPIC purchasing are then used as input in the supplier evaluation. The *Fuzzy* TOPSIS approach is used for *supplier* evaluation. The steps are as follows, according to Chen (2015): *Fuzzy* TOPSIS:

1) Determining the weight of the criteria and the ranking of the criteria with *variable linguistic*
2) Calculating *the normalized fuzzy decision matrix*

$$\tilde{r}_{ij} = \left(\frac{a_{ij}}{c_{ij}^+}, \frac{b_{ij}}{c_{ij}^+}, \frac{c_{ij}}{c_{ij}^+}\right), j\ \epsilon\ B; \quad (2.4)$$

$$\tilde{r}_{ij} = \left(\frac{a_j^-}{c_{ij}}, \frac{a_j^-}{b_{ij}}, \frac{a_j^-}{a_{ij}}\right), j\epsilon\ C; \quad (2.5)$$

3) Calculating *the weighted normalized fuzzy decision matrix*

$$\tilde{V} = [\tilde{v}_{ij}]_{m\,x\,n,} \quad i = 1,2,\ldots,m, \quad j = 1,2,\ldots,n \quad (2.6)$$

4) Determining FPIS and FNIS values

$$A^+ = (\tilde{v}_1^+, \tilde{v}_2^+, \ldots, \tilde{v}_n^+), \quad (2.7)$$

$$A^- = (\tilde{v}_1^-, \tilde{v}_2^-, \ldots, \tilde{v}_n^-),$$

5) Calculating alternative distance from FPIS and FNIS

$$d_i^+ = \sum_{j=1}^{n} d\,(\tilde{v}_{ij}, \tilde{v}_j^+), \quad i = 1,2,\ldots,m \quad (2.8)$$

$$d_i^- = \sum_{j=1}^{n} d\,(\tilde{v}_{ij}, \tilde{v}_j^-), \quad i = 1,2,\ldots,m \quad (2.9)$$

6) Calculating *Closeness Coefficient* (CCi) and determining alternative rankings

$$CCi = \frac{d_i^-}{d_i^+ + d_i^-},\ i = 1,2,\ldots,m \quad (2.10)$$

2.4 *Supplier* Segmentation

The supplier evaluation's Closeness Coefficient (CCi) results are utilized as input in the company's supplier segmentation. The CCI value of the capacities and willingness dimensions is used to determine segmentation; CI values below 0.5 are defined as low, while CCi values in the 0.5-1.0 range are labeled high (Dachyar & Maharani, 2019). Segmentation is classified into four categories, according to Rezaei and Ortt (2013):

a) Type 1/Segmentation 1 (SM 1), namely the dimensions of *capabilities* and dimensions of *willingness*, are both low.
b) Type 2/Segmentation 2 (SM 2) is when the *capabilities* dimensions are low but high in the *willingness* dimensions.
c) Type 3/Segmentation 3 (SM 3) is when the dimensions of *capabilities* are high but low in the dimensions of *willingness*.
d) Type 4/Segmentation 4 (SM 4) when the dimensions of *capabilities* and dimensions of *willingness* are both high.

3. RESULTS AND DISCUSSION

3.1 Weighting Results

After obtaining the criteria and sub-criteria, use the *Best Worst Method* to calculate the weight of each criterion and sub-criteria (BWM). Ms. Excel Solver was used to carry out the weighting using the BWM approach. Based on the calculations, a *consistency ratio* (CR) of 0.016 was found. This demonstrates that the company's *Decision Maker's* (DM) assessment is relatively consistent. Table 5 shows the results of the company's *Decision Maker's* (DM) *consistency ratio* (CR) test of weighting criteria:

Tabel 5. *Consistency ratio* calculation result

Criteria	DM	ξ^*	a_{BW}	*CI*	*CR*
Capabili-ties	DM 1	0,045	7	3,73	0,01
	DM 2	0,080	9	5,23	0,02
C1	DM 1	0,114	5	0,44	0,00
	DM 2	0,062	5	2,30	0,03
C2	DM 1	0,000	2	0,44	0,00
	DM 2	0,000	2	0,44	0,00
C3	DM 1	0,000	2	0,44	0,00
	DM 2	0,071	6	3,00	0,02
C4	DM 1	0,000	2	0,44	0,00
	DM 2	0,000	3	1,00	0,00
C5	DM 1	0,000	3	1,00	0,00
	DM 2	0,095	6	3,00	0,03
C6	DM 1	0,054	5	2,30	0,02
	DM 2	0,047	4	1,63	0,03
C7	DM 1	0,000	2	0,44	0,00
	DM 2	0,079	7	3,73	0,02
C8	DM 1	0,042	3	1,00	0,04
	DM 2	0,097	9	5,23	0,02
Willing-ness	DM 1	0,000	2	0,44	0,00
	DM 2	0,088	7	3,37	0,02
W1	DM 1	0,032	3	1,00	0,03
	DM 2	0,088	7	3,37	0,02
W2	DM 1	0,042	3	1,00	0,04
	DM 2	0,042	3	1,00	0,04
W3	DM 1	0,027	3	1,00	0,03
	DM 2	0,121	9	5,23	0,02
W4	DM 1	0,000	5	2,30	0,00
	DM 2	0,088	7	3,73	0,02

The weights of each criterion and sub-criteria can be decided after the overall assessment has been consistent. The following tables show the outcomes of these calculations: Table 6 and Table 7.

Tabel 6. Dimensional weight *capabilities*

Criteria	Weight	Sub criteria	Weight	Global weight
C1	0,140	C_{11}	0,378	0,053
		C_{12}	0,514	0,072
		C_{13}	0,108	0,015
C2	0,293	C_{21}	0,500	0,147
		C_{22}	0,500	0,147
C3	0,110	C_{31}	0,119	0,013
		C_{32}	0,417	0,046
		C_{33}	0,310	0,034
		C_{34}	0,155	0,017
C4	0,163	C_{41}	0,292	0,047
		C_{42}	0,708	0,115
C5	0,142	C_{51}	0,434	0,061
		C_{52}	0,116	0,016
		C_{53}	0,260	0,037
		C_{54}	0,189	0,027
C6	0,058	C_{61}	0,081	0,005
		C_{62}	0,315	0,018
		C_{63}	0,410	0,024
		C_{64}	0,193	0,011
C7	0,035	C_{71}	0,143	0,005
		C_{72}	0,115	0,004
		C_{73}	0,426	0,015
		C_{74}	0,316	0,011
C8	0,060	C_{81}	0,444	0,026
		C_{82}	0,444	0,026
		C_{83}	0,111	0,007

Tabel 7. *Willingness* dimension weight

Criteria	Weight	Sub criteria	Weight	Global weight
W1	0,170	W_{11}	0,351	0,060
		W_{12}	0,092	0,016
		W_{13}	0,350	0,060
		[illegible]	0,207	0,035
W2	0,309	W_{21}	0,292	0,090
		W_{22}	0,167	0,051
		W_{23}	0,542	0,167
W3	0,237	W_{31}	0,289	0,068
		W_{32}	0,454	0,107
		W_{33}	0,179	0,042
		W_{34}	0,078	0,019
W4	0,282	W_{41}	0,115	0,032
		W_{42}	0,458	0,129
		W_{43}	0,355	0,100
		W_{44}	0,071	0,020

3.2 Supplier Evaluation and Segmentation Results

Table 8 shows the results of the

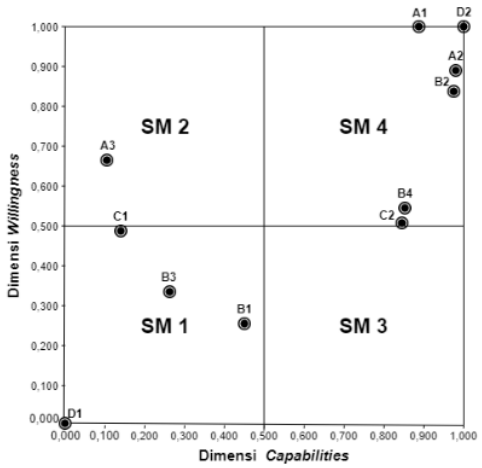
evaluation and classification of providers once they have been calculated:

Tabel 8. Evaluation results and *supplier* segmentation

Accessories	*Supplier*	Dimension *Capabilities*		Dimension *Willingness*	
		CCI	Classifi-cation	CCI	Classifi-cation
Label	A1	0,896	High	1,000	High
	A2	0,986	High	0,895	High
	A3	0,104	Low	0,668	High
Sticker	B1	0,451	Low	0,253	Low
	B2	0,979	High	0,833	High
	B3	0,264	Low	0,313	Low
	B4	0,857	High	0,543	High
Paper tag	C1	0,148	Low	0,484	Low
	C2	0,852	High	0,516	High
Polybag	D1	0,000	Low	0,000	Low
	D2	1,000	High	1,000	High

On the *capabilities* dimension, *suppliers* A2, A1, A3 B2, B4, B1, B3, C2, C1, and D2, D1 are the providers of choice for *label accessories, stickers, paper tags, and polybags*. Meanwhile, *suppliers* for *accessories, labels, stickers, paper tags, and polybags* are in the following order: A1, A2, A3, B2, B4, B3, B1, C2, C1, and D2, D1.

Figure 2 shows the detailed findings of supplier segmentation in the meantime:



Picture 1 *Supplier* segmentation results

According to the results of the supplier segmentation, the eleven suppliers are separated into three segments: segmentation 1, segmentation 2, and segmentation 4:

a) Segmentation 1
In sector 1, *suppliers* of *sticker accessories* B1 and B3 are found. Other providers, such as B2 and B4, are, nonetheless, excellent (segment 4). This suggests that it is preferable to avoid using B1 and B3 *suppliers* to form ties with B2 and B4. *Supplier* D1 is a *polybag provider* who should be reconsidered. This is because this *supplier* performs poorly compared to its competitors, particularly *supplier* D2, which meets all of the company's requirements. Meanwhile, although in segment 1, *paper tag accessories supplier* C1 requires attention, this provider is critical as a backup to segment 4 *supplier* C2.

b) Segmentation 2
In segmentation 2, there is an A3 provider who is a label *accessory supplier*. *Suppliers* in this area should increase their ability to supply raw materials to the company in general. Companies can assist *suppliers* by enhancing their skills by recognizing and resolving difficulties they face. This can, however, be ruled out because the company should already have more connections with A2 and A1 *label accessory* vendors in segment 4.

c) Segmentation 4
Companies should make an effort to keep their ties with these vendors intact. Furthermore, suppliers in this category profit, implying that the relationship is more likely to develop into a partnership. *Suppliers* A_1 and A_2 (*label accessories*), B_2 and B_4 (*sticker accessories*), C_2 (*paper tag accessories*), and D_2 (*paper tag accessories*) make up this sector (*polybag accessories*).

4. CONCLUSION

According to the research findings, suppliers A2, B2, C2, and D2 are the best on the dimensions of capabilities for accessory labels, stickers, paper tags, and polybags. Suppliers A1, B2, C2, and D2 are the dimensions of *willingness* in the meantime. *Suppliers* C1, B1, B3, and D1 are the results of segmentation 1 based on the findings of the *supplier* segmentation, and the company is encouraged to look for a replacement/override from *suppliers* in this first segmentation. A3

providers are segmentation number two, and this is where organizations may work to strengthen their *capabilities*. While segmentation 4 includes *suppliers* A1, A2, B2, B4, C2, and D2, this segmentation firm is expected to maintain ties with more like partnerships. It is recommended that more studies be done to identify the value classification of each factor in the *supplier* evaluation process. Its goal is to offer each of the assessments a precise classification.

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