

## Improving Purchase Logistics

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**Abstract:** The article is about the procurement services of the enterprise, the analysis of the suppliers' market, the preparation of information for the analysis of the market, the implementation of the goals and tasks of procurement logistics.

**Keywords:** procurement logistics, suppliers, suppliers, procurement services, stock keeping, kanban method, just-in-time method, just-in-time system, just-in-time system.

Procurement logistics is the management of material flows in the process of providing an enterprise with material resources. An important element of the macrological system is the procurement subsystem, which organizes the entry of the material flow into the logistics system. At this stage, the management of material flows has its own characteristics, which explains the need to separate procurement logistics into a separate branch of the studied science. In any industrial and commercial enterprise where material flows are processed, objects of labor: raw materials, semi-finished products, consumer goods - delivery service are purchased, delivered and temporarily stored. The operation of this service can be considered at three levels, since the maintenance service is at the same time:

- an element that ensures the implementation of the goals of the macrological system [1], which includes communication and the enterprise;
- an element of the micro-logistics system, that is, one of the units of the enterprise, which ensures the fulfillment of the enterprise's goals;
- an independent system with elements, structure and independent goals.

Review the objectives of each dedicated level of maintenance service activity.

As an element of the macrological system, the supply service establishes economic relations with suppliers, coordinates technical, technological and economic issues related to the delivery of goods, as well as planning issues. By communicating with the supplier's sales services and transport organizations, the delivery service ensures that the enterprise is "connected" to the macrological system. The idea of logistics is to get additional benefits from coordinating the actions of all participants. Employees of the supply service achieve the goals of their enterprise not as an individual object, but as a link of the entire logistics macrosystem requires.

In countries with a developed market economy, the purpose of procurement logistics is to satisfy the demand for materials of the production process with high economic efficiency. But in order to achieve this, it is necessary to perform a number of tasks in front of procurement logistics. These tasks can be grouped as follows:

- delivery of raw materials and components within a certain period. Premature products can be added to the company's working capital, late raw materials and materials can have a negative impact on the production process or change its direction;

- compatibility of the required amount of materials with the supplied amount (requested, but insufficiently supplied products can negatively affect the balance of the company's working capital);
- control of the quality of the demand for raw materials and components (demand-satisfying, at the minimum price).

Buyer (supply) logistics reflects the process of movement of raw materials, materials and auxiliary parts, which are the first element of the logistics system, from the purchase market to the warehouse of the enterprise. In order for the customer's logistics to work effectively, it is necessary to know exactly which materials are needed for the production of products, and to draw up a customer plan. The following maintenance tasks should be solved in it:

- determining and analyzing consumption, calculating the amount of ordered materials; determining the style of the buyer;
- price compliance and contract conclusion;
- control over delivery time, quality and quantity;
- organization of storage of goods.

Procurement logistics is an activity responsible for managing the flow of goods (or raw materials) in order to provide the enterprise with the greatest commercial profit in the shortest possible time. It answers the questions:

1. What to buy?
2. How much to buy?
3. Who to buy from?
4. Under what conditions should I buy?

Everyone who thinks about how to make money and decides to open his own business in the field of trade, should start organizing the logistics of purchases!

We consider procurement logistics from the point of view of positioning at three different levels:

1. Macrological - relationships between enterprises, a complete chain of "supplier-consumer".
2. Micro logistics - as an enterprise unit that fulfills its goals and tasks.
3. An independent system - procurement logistics works as an interaction of its elements, which we will consider in detail below.

The main goal of procurement logistics is to create a system of reliable delivery of material resources to the organization in order to cover the demand as efficiently as possible (best quality at minimum prices).

We can distinguish personal goals that are more responsible for procurement logistics:

1. Organization of continuous flow of goods (raw materials) to the organization;
2. Understanding the requests of each unit using the purchased materials;
3. Search for suppliers and establish relationships with them;
4. Purchase of products;
5. Providing affordable prices and acceptable terms of delivery;
6. Keeping the necessary reserves;
7. Monitoring of current market conditions (expected price growth, level of competition in business, emergence of new products or seasonal changes in demand).

Sometimes procurement logistics is also called supply logistics and is replaced by supply service in the enterprise. The concept of "supply" refers to a wide range of functions performed, it is responsible for purchasing, shipping, warehousing and managing key systems.

### **Analysis and results.**

During a crisis, you can see how well defined the purchasing strategy is and how carefully the supplier has been selected in the past. The quality of the supplier selection and delivery process can be seen through the work of suppliers of problematic and strategic materials. A lot of effort is needed to change the business system now. The previous methods are aimed at growth. Now the situation has changed radically, and new, high-quality, low-budget forms of relations, other processes and technologies are required. A business needs to create a system that can survive now and provide a foundation for future growth. One should not wait for spring and quietly consider what will happen or think that the crisis will not affect much. Indeed, quick, decisive and methodical actions that do not end only with budget investors is required.

### **Conclusions and suggestions.**

In times of crisis, look to the future. Evaluate all the resources at your disposal: customers, suppliers, warehouse, goods, technology, equipment, personnel, etc. Analyze market changes and make your own forecast about the development of the situation in your market, in the market of suppliers. For you. You need to determine what is special and what you need in the future. You need to get rid of everything you don't need, even if you once paid dearly for it. If the company does not have a source of investment, leave the minimum materials that are essential for survival and that customers need

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