

## ABSTRACT

The purpose of this research is to test and analyze the relation of the attributes: the specifications of product and service, information flow, also partnership toward the supplier performance in supply chain management.

The research is done to the 45 (forty-five) respondents, which all of them are the suppliers of the Tunas Steel Construction in Semarang area. By using analytical tool PLS (Partial Least Square) and Sobel test, obtained the result that the specification conformity of product and service between supplier and construction company have an indirect relation to the supplier's performance through partnership. Also, the result that information flow has a direct relation to the supplier's performance in supply chain management of the construction service company.

The suppliers should pay attention to the fulfillment of standardize products and services, the quality (means no defect), product dimension, product and service guarantee, also on time delivery; the appropriate sending and receiving information, and the accurate and detail documentation. Besides that, the suppliers also have to know the problems that may occur in the middle of supply chain and the solution to solve it to develop supplier's performance, moreover will be able to support the client, in this case Tunas company in doing all the construction project.

Key Word : The Specification Conformity of Products and Services between Supplier and Construction Company, Information Flow, Partnership, Supplier's Performance, Supply Chain Management