



# EXPERTISE IN PRODUCT LIFE CYCLE

## 03 Our Expertise in Supplier Management & Procurement

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### **SUPPLIER MANAGEMENT:**

- ▶ Execution of: Potential analysis / Supplier evaluation / Supplier approval
- ▶ Assessment systems (Evaluation criteria, Ranking, Corrective measures)
- ▶ Optimisation of sub-supplier management, if necessary also for alignment part suppliers (products provided by customer), tool manufacture, sub-contractors, outsourced processes
- ▶ Audits / Problem analyses / Technical Revisions
- ▶ Escalation principle for critical suppliers
- ▶ Timely review of suppliers (project control, project milestone review, communication platform, change management, cost review)
- ▶ Interface management of OEM-suppliers („one voice to the supplier“)

### **PROCUREMENT**

#### **DEVELOPMENT OF SOURCING STRATEGIES:**

- ▶ New Markets (China, India, South America), Europe West/East)
- ▶ Make or Buy
- ▶ Forward Sourcing / Global Sourcing
- ▶ Low Cost country Sourcing
- ▶ Single - / Dual - / Triple Sourcing
- ▶ Development of negotiation strategies

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### **OPTIMISATION OF THE PURCHASING ORGANISATION & PROCESSES:**

- ▶ Process mapping: optimisation and implementation of the sourcing processes (cross functional)
- ▶ Decentralised / centralised purchasing
- ▶ Functional analysis / value analysis
- ▶ A/B/C-analysis, C-part management
- ▶ Risk management
- ▶ Change management
- ▶ Workshops with customers / supplier integration involvement
- ▶ Adoption of e-procurement (B2B-platform / e-technology)

### **PURCHASING SUPPORT/CONTROLLING**

- ▶ Support with tendering / bidding (RFI/RFQ)
- ▶ Execution / support of negotiations
- ▶ Supplier reviews
- ▶ Risk assessment, tracking and where necessary execution of safety measures