

Industrial sector / SME: 40 mlns Euros

Context and goal of the project

- ✓ Sourcing costs and conditions from Asia are getting more restrictive
- ✓ Aim to search for new suppliers in countries closer to the client's localization
- ✓ Ambition to have a database of suppliers with a competitive ratio costs / quality within Europe
- ✓ Will to externalized sourcing management

Support from the VALIANS INTERNATIONAL's experts

- ✓ Screening of potential suppliers in all countries in Central and Eastern Europe: forges, machining, ...
- ✓ Short-listing of the most relevant ones for the client based on specifications
- ✓ Qualification of potential suppliers through questionnaires: RFQ
- ✓ Sending of RFQ based on each specifications and evaluation of prices
- ✓ Qualification of most competitive suppliers
- ✓ Arrangement of B2B meetings and on-site support for audit
- ✓ Follow-up on orders

Results

- **Management of a database of potential suppliers in 7 countries**
- **Reduction of costs and sourcing restriction**

Timing for the qualification of suppliers :
4 months

