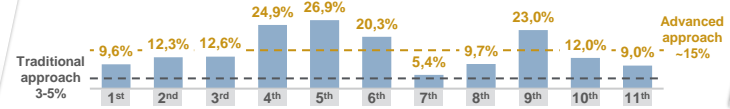
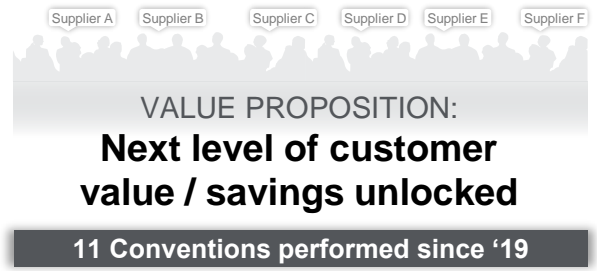
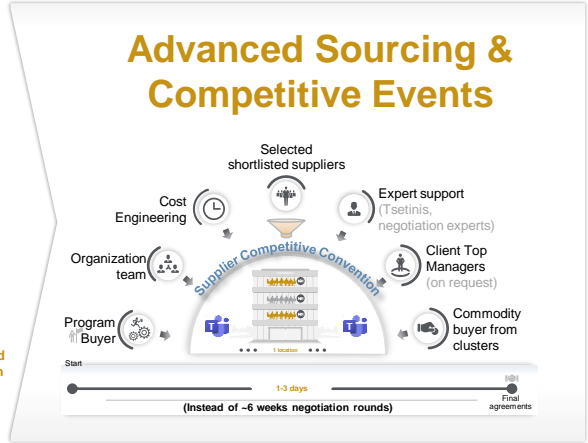


# Example “Advanced Sourcing & Competitive Events” – Our unique set-up helps to redefine competition & deliver hidden savings



- No usage of competitive negotiation setup
- Low level of preparation for negotiations
- Cross-functional team with little involvement in sourcing preparation / awarding decision
- Often individual negotiations, multiple negotiations and rounds needed
- Often tactics, strategy, roles and responsibilities in negotiations not defined
- Missing transparency of levers, tactics, ..

- >7.6 bn€** spend negotiated
- >1.0 bn€** spend savings
- ~15%** avg. piece price reduction
- ~12%** Gap to BPG closed
- >350** suppliers
- >120** Packages w/ >1.000 part no.



- Highest possible competitive pressure created with professionally setup events
- Professional fact-based preparation with cross-functional team
- Highly effective and efficient setup with concentrated management attention
- Negotiation tactics and strategy aligned with up-front release from management
- Sourcing decision supported by all cross-functions for optimal supplier selection