

Cost reduction through sourcing from Asia

Successful procurement with *sourceit*

Company and service presentation

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The *sourceit* approach

- ◆ *Sourceit* is a specialized Consultancy for the procurement in Greater China & Asia.
- ◆ Our target group are medium-sized enterprises (SME)
- ◆ Customized purchasing processes, adapted to local circumstances, guarantee quality and price optimized procurement.

Your benefits from sourceit

- ❖ All-round support by German / English-speaking project-manager.
- ❖ Office in Shanghai: Your access to Asia
- ❖ Our services: Global sources analysis, market research, quality inspections
- ❖ Extensive experience with complex strategic supply-chain management projects
- ❖ Project-framework Quinto™ for effective project management

History

Formation

- 2005 by Florian Clever and Sebastian Maling

Background

- Florian Clever: process and rationalization consultant in the USA and Germany for 10 years
- Sebastian Maling: strategic trade in the food and gastronomy sector

Basic concept

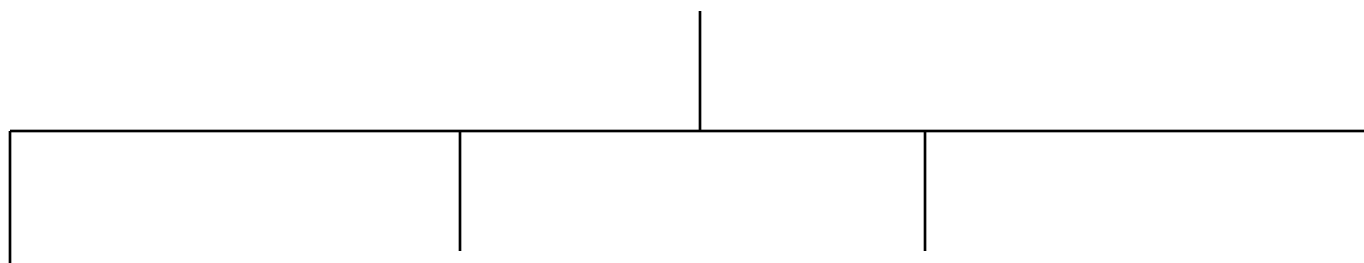
- Interlinkage of procurement optimization with process and financial service consulting within the corporate group

Goal

- Support for German SME through customized and structured processes in Asia

Your procurement advisor for Asia: Reliable, professional, and transparent

 clever holding



 clever soft[®]

SOURCE*it*
Shanghai ◆ München

 **DAKOKO**
INTERNATIONAL

 bitXtender

Software for Asset-Managers

- Software development
- Commission calculations
- Factsheets
- Process Engineering

Asia Sourcing Consultants

- Office in Shanghai and Munich
- Strategic Advisory
- Operational project execution
- Supplier Management

Sourcing for metal parts

- Joint Venture
- WOFE in Shanghai
- Quality Control & Inspections

High-Performance Web-Platforms

- Development of AGAVI- Framework
- Development of High-End Portals
- Consulting and Training for Software- Development

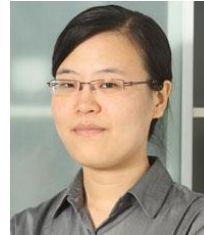
Sourceit was founded in 2005. sourceit's goal is to support European SMEs with their procurement in Asia through strategic advice and local quality insurance.

**Your procurement advisor for Asia:
Reliable, professional, and transparent**

sourceit Management-Team



Florian Clever
Partner München



Judith Jiang
Head of Electronics



Sebastian Maling
Partner Shanghai



Will Ji
Head of Metals & Plastics



Daniela Schießer
Project Manager



Jack Qi
Head of Quality Control

sourceit Services



◆ Please refer to the service overview for more information

Range of activities



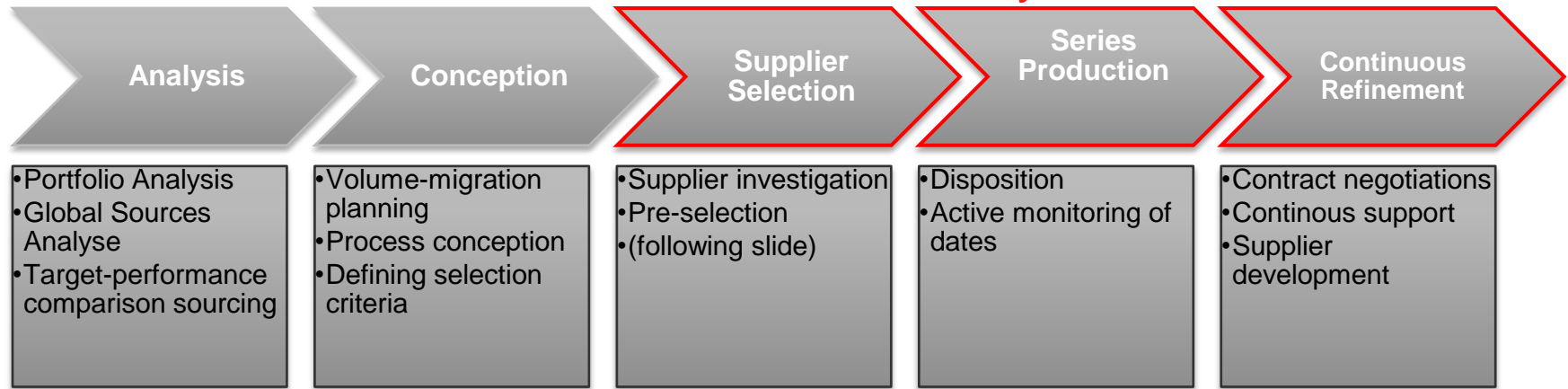
- Quantified utility of strategic procurement optimization using a TCO approach
- ROI potential investigation
- Well-grounded investment decision

- Analysis of purchasing-portfolio
- Review of technical requirements
- Benchmarking of current costs
- Analysis of global procurement and relocation/migration opportunities

- Supplier selection
- Auditing
- Model series mit Quick Wins

Strategic Procurement Optimization

Process followed by client after sourceit-work



- ◆ In the case of complex parts and high requirements (e.g. with respect to disposition, storage, quality management etc.) sourceit recommends a preceding analysis in order to increase the efficiency of the customer's supplier search and to permit the development of a strategic supplier portfolio.
- ◆ Sourceit can help you with Quality Assistance and Insurance.

sourceit projects (sample)

- ◆ Strategic and operational projects
- ◆ Please ask for personal reference

Industrial enterprises:

ABUS



SCHIFFER
DENTAL CARE PRODUCTS



Heinrich AG
Norm- und Drehteile

Service providers:

Wolters Kluwer
Deutschland



WIWOX[®]

Niederberger

Success stories

Situation

- Wholesale dealer of screw nuts made from special materials faced quality problems with shipments from Taiwan amounting to ca. \$US1.5 mio

Measures

- Supplier search
- On-site Audit
- Setup of two suppliers

Outcome

- Sustained quality improvement (reduction of number of legitimate complaints to below target value)
- Return to initial price level of 2006 despite increased raw material costs

Success stories

Situation

- Europe's largest manufacturer of dishwasher baskets wanted to find out if further savings could be achieved by purchasing raw material (steel wire) in Asia

Measures

- Supplier Research
- Analysis of macroeconomic situation

Outcome

- Short Report analyzing the situation. Unfortunately further savings were not possible

Success-Stories

Situation

- Größter Hersteller von Spülmaschinenkörben Europas bekam Druck von Key Accounts Kostensenkungen im Rohmaterialbereich durch Asia-Sourcing zu realisieren

Maßnahme

- Lieferanten-Fahndung
- Kurz-Analyse Makroökonomische Situation

Ergebnis

- Kurz-Report um Key-Accounts davon zu überzeugen, dass sich Asia Sourcing im Rohmaterialbereich nicht lohnt.

Success stories

Situation

- Europe's market leader for butt fusion welding machines wanted to gain an overview of the emerging competition in china

Activity

- Exhaustive market survey

Result

- Current situation in China is comparable to Italy 20 years ago
- Customer arranged subsequent project for the evaluation of strategic partnerships with foreign suppliers

Thank you for your attention!

Contact Germany

Mrs. Daniela Schiesser
089 / 307641-04
ds@sourceit.de

sourceit GmbH
Paul-Heyse-Str. 6
80336 Munich

Contact China

Mr. Sebastian Maling
0086 / 21 / 60 90 96-00
sm@sourceit.cn

sourceit Rep. Office
ZhongShan Xi Lu 2368
200021 Shanghai