

PURCHASING MANAGEMENT

Outsourcing national / international



Background

goals

Products / Materials

Management

Operational Purchase

operational Logistics

Price analysis

BACKGROUND

SOGEMA aims to meet the need of many companies to improve their business processes and acquisition costs, adapting to the current demands of the market.

Based on the needs of each company / client direct analysis of the market and of the different alternatives of producers and suppliers of materials and / or products it is established.

Our experience in trading and the *sourcing* both nationally and internationally it allows us to bring our customers the most competitive markets for the acquisition of the strategic products for your business.

SOGEMA presents a proposal to support different companies / customers, in order that they can benefit from new emerging markets and low-cost (LCC) with the aim of supplying products or materials, maintaining the same quality and Service, but getting advantages in the purchase price.

In this analysis we present the strategy developed jointly by SOGEMA, offering a different alternative in a globalized market, management Sourcing in LCC (*Low Cost Countries*) responding to the needs of many companies to improve their procedures for negotiation and acquisition costs, adapting to the current demands of the market.

OBJECTIVES

MARKET ALTERNATIVES

- Offshoring Provider
- Expanding offerings
- Direct access to low-cost markets LCC (*Low Cost Countries*)
- constant search for new alternative suppliers for products and services more strategic, due to the constantly changing market and an economy increasingly globalized

ECONOMIC SAVINGS

- Generate economic differential Purchase
- Saving materials and products to improve the competitiveness of the company
- Better use of the resources of the Purchasing Department

STABILIZATION OF SUPPLIES

- Obtaining reliable supply alternatives
- Choosing the supplier through the detailed study of each project

PRODUCT WARRANTY

- Quality standards setting appropriate to the needs of each company
- The quality of the product depends largely on the success in the choice of suppliers

PRODUCTS / MATERIALS

PERSONAL PRODUCTS

- XXXXX

HOME'S PRODUCTS

- XXXXX

EQUIPMENT AND COMPONENTS

- XXXXX

PRODUCTS FOR PROFESSIONALS

- XXXXX

ALIMENTATION AND DRINKS

- XXXXX

Computers and Electronics

- XXXXX

ALL KINDS OF MATERIALS AND COMPONENTS ...

MANAGEMENT

- **COMMERCIAL FEASIBILITY STUDY.** We study and advise value your needs most effectively.
- **MARKET ANALYSIS.** We analyze markets globally more advantageous to suit the type of product demanded.
- **SUPPLIER MANAGEMENT.** We negotiate the most competitive conditions according to the needs of our customers.
- **FOLLOW TECHNICAL AND ASSURANCE SOURCING.** Monitoring and assurance regarding deadlines, quality standards, etc
...
- **OPERATIVE AWARD TO SUPPLIERS LCC.** Closing optimal conditions with the customer and the supplier.
- **ACHIEVING OPTIMUM CONDITIONS SHOPPING.** We ensure the best quality / price ratio to achieve savings in procurement costs and suppliers.
- **MONITORING AND QUALITY CONTROL OF SUPPLIERS.** Monitoring the quality of products and negotiating long-term contracts, with consequent improvement in economic conditions for our customers.

OPERATIVE PURCHASING

- 
- LOCATION OF PRODUCERS
 - CONTRAST OF CAPABILITIES
 - PRICE ANALYSIS
 - PRODUCT QUALITY (CERTIFICATES AND SAMPLES)
 - SUPPLY ASSURANCE
 - SUPPORT MANAGEMENT CONTRACTS / ORDERS

Logistical operations

- SGS AUDIT / ANALYSIS SAMPLE / QUALITY CERTIFICATE
- CARGO CONTAINER / SUPPLIER
- TRANSPORTATION TO TR (TERMINAL RECEIPT)
- STORAGE IN PUERTO
- FOB ORIGIN PORT
- HIRING OF FREIGHT
- MARINE TRANSPORT
- CIF PUERTO SPANISH
- DOWNLOAD IN DOCK
- IMPORT AND CLEARANCE PROCEDURES
- TRANSPORTATION TO CUSTOMERS

7. ANALYSIS OF PRICES

SOGEMA he makes no commitment an Analysis Estimation saving materials / products so you can see the advantages we offer in the purchase of the same, maintaining the same quality and service.

ANALYSIS ESTIMATED LCD Save RO							
PRODUCT NUMBER / YEAR	PRICE RANGE		Purchase target		SPENDING ACTUAL €	asking price	SAVING
	MAX / MIN		€			<u>SOGEMA / EXPORTMAT</u>	
TOTAL €							