



LowendalMasai
TAX COST SOURCING CASH

How can you optimize your purchasing performance?

Are you thinking about optimizing your existing arrangements?
Are you involved in a merger or acquisition process?
Do you want to improve your organisation's structure?

Strategic purchases can total up to 70% of a company's turnover. Optimizing this area brings a corresponding improvement in operational performance. In line with continuous efforts to achieve savings, the Purchasing function has a major role to play in implementing a company-wide cost optimization project.

Our solution: a combination of consultancy and operational support

- **Strategy:** carrying out a strategic investigation to optimize the structure of non-payroll costs and the positioning of the Purchasing function
- **Savings:** launching a process of sourcing from low-cost countries, developing a panel of suppliers
- **Performance:** creating a Purchasing organisation and performance measurement tools
- **Purchasing specifications:** standardising references, redesigning a product in line with a cost objective changing design
- **Process:** optimizing collaboration processes, streamlining flows

Our added value

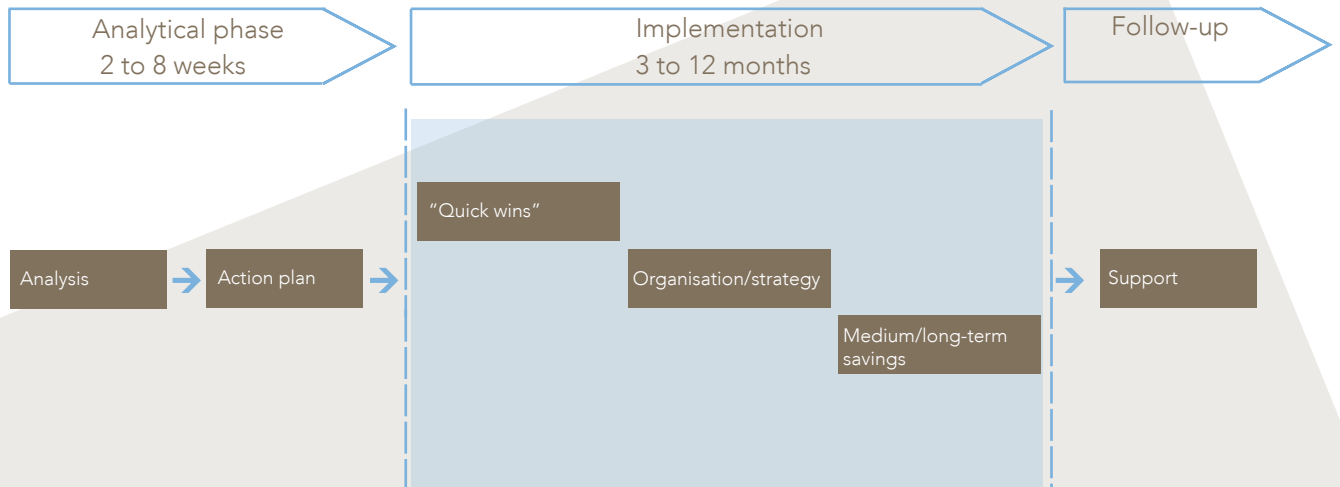
- **A network of 7 sourcing offices** in Izmir, Mumbai, Seoul, Shanghai, Tel Aviv, Tunis and Warsaw
- **A results culture:** "doers, not sayers", for very tangible added value
- **Expertise in all industry sectors and all cost categories**
- **Sharing knowledge** to ensure sustainable results
- **Supporting the customer** throughout the process and at the end of the project

Some key facts about the LowendalMasai Strategic Sourcing division

- Average savings of between 7% and 15% for each project undertaken
- Projects successfully implemented in all industry sectors: automotive, aeronautics, food production, pharmaceuticals, chemicals, distribution, energy and transportation
- 10 years' experience
- 100 specialist consultants worldwide



Our services



Case studies

Identifying and introducing new sources of supply (in particular in emerging countries), setting up supplier development processes

Sourcing

Example: for a manufacturing company, a project aimed at boosting sales through optimizing the purchase of diamond-tipped tools

Result: sales and trading margin doubled, purchasing costs reduced by 10%

Optimizing and securing flows (logistics, IT), developing organisation in emerging countries

Supply chain

Example: for a food manufacturer, optimizing European transportation flows

Result: logistics costs reduced by 20%

Optimizing the organisation of the Purchasing function, coaching buying teams

Organisation

Example: for a manufacturing company, implementing a global project to transform the Purchasing function

Result: savings in line with the company's objective of a reduction of 15% in 3 years

Designing and managing the offshoring of services, creating a dedicated offshore service centre

Offshoring

Example: for an aeronautics group, carrying out a feasibility study for offshoring engineering operations

Result: savings of 25% thanks to the creation of a dedicated offshore centre in India and the selection of new strategic service providers

Managing the profitability of industrial investments, supporting corporate networks in defining new concepts and redesigning in line with a cost objective

Investments

Example: for a pharmaceuticals laboratory, creating a project organisation based on product design

Result: savings of 49% on the industrial cost price of a new product

Streamlining collaborative processes between suppliers and Purchasing/Marketing functions

Marketing

Example: for a European manufacturer, optimizing the packaging strategy

Result: development times for new products reduced by 30%. 20% saving on the associated budget

Optimizing telecomms purchases, printed communications, buildings services, energy, temporary staff, long-term leasing, transportation and packaging, staff catering

Overhead costs

Example: for an energy supplier, optimizing purchases of printed communications

Result: savings of 12% on the printed communications budget

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