



Insight in our competencies

More than ever before, cost efficiency measures are the main focus of purchasing procurement, especially given the persistently high demands placed in the product, quality and delivery service. Meanwhile, the general conditions and opportunities on the global procurement market have changed significantly. What's more, the increasing customisation of products and the continuous drop in order throughput times are other determining factors for success in this business field. Topics such as supply chain management are closely intertwined with purchasing and procurement. We believe that an integrative consideration is necessary, not only within the framework of reorganisation projects, but above all in regard to sourcing and operative procurement. The aim is to create sustainably secure supply chains at a holistically optimised cost.

Insight in current topics

Supplier management – success factor for procurement

Standardised supplier management quickly uncovers imminent problems and is the foundation for sustainably efficient processes. The evaluation and selection of suppliers from the supply chain perspective is necessary in order to complete the purchasing-based decision to pick a particular supplier in the meaning of a total cost of ownership (TCO) analysis. Evaluation systems for all relevant production, logistics and quality areas are applied in this regard. A coaching model must be used to qualify strategic suppliers with evident deficiencies. Measures are developed and their implementation monitored rigorously together with the client, frequently supported by external advisers like ebp-consulting. The process stakeholders can be coached in a variety of methods as required. The establishment of an electronic connection via EDI or WebEDI in order to exchange requirements, order and supply information is obligatory for the assurance of smooth, standardised supplier relationships. Delivery announcements and clear merchandise labelling significantly facilitate the acceptance of inbound goods and the material flow. Therefore, these basic principles of logistics should be defined and sustainably maintained within the framework of supplier management.

Analysis of potential to determine calls to action in purchasing

Cost optimisation in purchasing, the reduction in total cost of ownership for the procured goods and the enhancement of efficiency within the purchasing or organisation are the most urgent optimisation objectives in companies with high procurement volumes. Relevant calls to action can be identified by analysing potential. This quick scan focuses on the purchasing volume for the main material groups and the top 20 suppliers. Here, it is relevant to identify influenceable purchasing volumes and to define the methods/tools such as bundling, supplier days and new sourcing strategies that would be necessary to achieve the objectives. Assessments of possible savings through application of the method requires significant experience. Ultimately, the sustainably achievable effects cannot be presented until the optimisation measures themselves have been put in place. The purchasing processes and organisation must be analysed critically at the same time. Clear responsibilities in strategic and operative purchasing areas, the remit for defined material goods, the prevention of maverick buying and consistent purchasing control are typical areas in which action must be taken as a matter of urgency. This standardised analysis of potential as described above provides a foundation for downstream, dedicated optimisation projects.

Competencies of ebp-consulting – A Selection

We help your company optimise purchasing processes, make efficient use of sourcing opportunities and ensure integrated procedures between purchasing, procurement and supply chain management. Our consultants blend outstanding practical experience and methodical expertise from these two areas to create value added for your optimisation projects.

1. Purchasing volumes and material groups

- Implementation of portfolio analyses
- Material group structuring and cleansing
- Reduction in suppliers per material group
- Supply risk analyses for material groups
- Implementation of make-or-buy analyses
- Implementation of value and purchase price analyses

2. Processes and organisation

- Centralisation and decentralisation of purchasing functions
- Installation and establishment of strategic purchasing
- Allocation and alignment of strategic and operative tasks
- Introduction of material group management
- Definition of process interfaces between purchasing, logistics and SCM

3. Procurement market and sourcing

- Definition of the sourcing strategy
- Development of part- or material group-oriented sourcing concepts (requirements and supplier bundling, single, dual, multiple sourcing)
- Support in the identification and selection of new suppliers
- Support in the establishment and expansion of sourcing in China/Asia
- Support in module and system procurement

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5. Supplier relationship management (SRM)

- Supplier assessment and auditing
- Establishment of supplier controlling
- Supplier development and qualification
- Supplier connectivity for procurements
- Supply chain risk management
- Requirements specification and selection of SRM tools

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