



PROCUREMENT SERVICES

‘WHAT WE CAN DO FOR YOU’

WWW.PRO-LINKCONSORTIUM.COM

ericabretti@pro-linkconsortium.com

stephandamant@pro-linkconsortium.com

PROCUREMENT SERVICES

“WHAT WE CAN DO FOR YOU”



Electronic Components and Materials

- Your Purchasing arm in Europe
- Specialist Consultants
- Experienced Professionals
- Named point of contact
- Market knowledge
- Competitive prices
- Client review before order placement
- Complete transparency of process
- No mark up on material costs
- Order following and expediting service
- Quality review
- Pre-Shipment checking service

Strategic Procurement

- Professional Consultants
- Named principal point of contact
- Excellent record of sourcing success
- No mark-up on Supplier costs
- Total transparency at all stages of process
- Excellent communication with Client
- Documentation generation
- Competitive tendering
- Highly experienced in Contract Negotiation
- Risk review and plans
- Payment plans
- Supplier quality reviews and assessment
- Supplier programme management
- Intervention management as required
- Key milestone assessments and review
- Project reports on agreed timescales
- Supplier following to completion

CASE STUDY



The Problem

A particular product made use of an air vessel that had been developed many years ago. The original vessel had been defined using some specifications that were not required by the client. To ensure compliance with the balance of the specifications the product had to be manufactured using the original MIL Spec Stainless Steel.

Client supplied data

An acceptance specification was provided for the previous unit.

The client was able to provide a maximum budget the Consultant was targeted to achieve savings.

External interface drawings and technical performance requirements were provided by the client to the Consultant.

The Process

The original UK manufacturer was no longer in business, the other established source was in the USA but was discounted by the Consultant due to cost and the potential issues of export from the USA.

This showed that to hold, or better, the budget another supplier would have to be found and qualified.

This would involve process development, provision of tooling, first product testing and acceptance all within original production budget. In addition, the Supplier may have to provide a QA environment for the development and manufacture.

The Consultant worked with the Client's design team to establish a new Procurement Specification, the relevant Contract Terms & Conditions and a required Delivery Schedule.

Armed with the Procurement Specification and Contract Documentation a technically competent member of the Consultant's Procurements team searched across many industries for a company who made pressure vessels.

Defence Industries were not considered on cost. It was determined that an SME would yield the most likely source.

The specific materials, processes and the need for both qualification and production capabilities led the Consultant's Team to consider companies in the Medical and Food Processing industries.

This was a desktop exercise and involved good use of IT and knowledge of the defence industries requirements. A standard set of criteria was developed by the Consultants to ensure the necessary skill sets were available within any company approached.

After contacting and discussing the requirement with a number of potential sources three possible suppliers, who on paper, could undertake the works and had expressed interest were selected for further discussions.

The next stage was to reduce the three candidate suppliers to a preferred supplier.

All three suppliers were visited by the Consultant and further refinement of their ability to complete the development, manufacture and supply was assessed.

This gave the preferred supplier. The Client then accompanied the Consultant on a visit to ensure the Client shared the opinion of the Consultant that:-

1. The Company could technically achieve.
2. The Quality release would be acceptable
3. The price was acceptable
4. The schedule was acceptable.
5. The Client could work with the Supplier.

The Negotiation

The Consultant attended, with the Client, the negotiation meeting and played a supportive role in establishing the contract which included options for future additional production.

Post Order Placement

The Consultant was employed to attend the first meeting to minimise any chance of misunderstanding arising. This proved to be an unnecessary precaution as the Supplier was content with the requirements and there was no confusion.

Having been provided by the Consultant all the necessary documentation which had been agreed by both Supplier and Client, the Client was able to manage the Supplier without additional cost or confusion.

Conclusion

As a result of contracting out this work the client:

- **Achieved a fully compliant product.**
- **Achieved savings to the estimated budget even with the cost of employing the consultant.**

- **Achieved the project schedule.**
- **Controlled the process through Client/Consultant communication.**
- **Had the desired Quality release.**
- **Didn't need to commit valuable in-house resources at a key schedule time to the project.**