

BURMAN ASSOCIATES

Sourcing & Procurement

For many companies, a successful supply chain is dependent on the strength of the links in the chain.

Our services in sourcing & procurement include:

- Support in international expansion
- Sourcing and selection of suppliers – nationally and globally
- Supplier development support
- Improvement in supplier relationships
- Auditing of existing and potential suppliers
- Preparation and review of Service Level Agreements (SLAs)
- Supplier delivery performance systems
- Advice on e-procurement and e-auctions



Better, faster, cheaper!

- A recent survey indicated that between 60% and 80% of goods in most businesses are sourced from suppliers rather than being made in house.
- Driven largely by cost reduction or as part of a long term strategy to move into new markets, 40% of companies in the UK claim to be actively looking for new suppliers overseas – especially in Eastern Europe and China. A further 25% of companies aim to do so within the next 2 to 5 years.
- However, more than 65% of companies admit to difficulties in selecting the right suppliers who can deliver to their requirements in quality or on time delivery.

www.burmanassociates.com

0845 450 4889

Case Studies

For a UK company who wished to relocate its manufacturing facilities to Romania from the UK, we were able to support the project by providing a team of local experts who could ensure the smooth transition by better understanding of the language, culture and legislative requirements. The project took less than 18 months from start to finish.

We were asked recently by a leading tier 1 automotive supplier to define and implement a better way to help them select their suppliers. We worked with them to build a new process based on best practices across several industries. The result was that the company was able to more confidently select suppliers for a high risk new product. One year on, the company are still happy with the decisions made using the new process.

An Aerospace company had tried 3 times to find suppliers in China who could meet all their requirements for a non-safety critical assembly. We listened carefully to their requirements and, using our team of Chinese speaking experts, we were able to shortlist a number of capable candidates, from which the company was able to select two suppliers who met all their needs.



Contact us

For more information on Burman Associates or to arrange a meeting,

Telephone us on: [+44 \(0\) 845 450 4889](tel:+44208454504889)

Email us at: info@burmanassociates.com

Visit our website: www.burmanassociates.com

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