

One of our main objectives is to help our clients to save in spend. This fast- real results that improve the bottom line and create competitive advantage is possible due to our experienced sourcing team. Guided by the best analytical and sourcing tools, talented and the best IT infrastructure we fight to deliver best solutions from the project start.

Leasing of Work ware- sample sourcing case

Overview of the case:

- Tradition in using the same service for over 20 years, contractual agreements applied starting with 1993.
- Plant related contracts have been created in order to cover all services and needs for 7 pants in 4 countries.

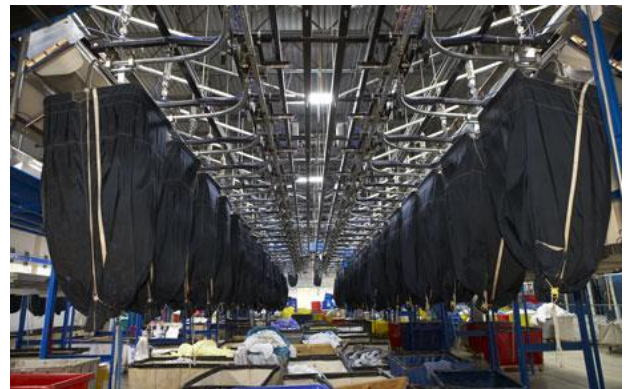
Main requirements for the suppliers that quoted for this case were to:

- Consolidate contracts currently covering 7 plants/4 countries
- Continue improvements provided via rental services
- Maintain the same service level and improve reporting along with information flow
- Implement new key performance indicators

The sourcing strategy included several key value indicators such as: supplier market assessment and supplier survey, helped users identify alternatives and developed a preferred pool of providers for global requirements.

The factors that could influence the price and the pricing structure were:

- Procurement and warehousing
- Labelling
- Supply of garments
- Delivery points
- Lockers and distribution
- Washing and maintenance
- Disposal of old garments
- Spare garments
- Fluctuations in HR
- Number of users
 - types of garments
 - pieces in one set
 - garments washed per week
- Dirty garment collection rate (days per week)
- Frequency of change
- Models and features



A well prepared strategy and documentation increases efficiency and effectiveness, jumps in productivity, builds stronger and more strategic relationships with suppliers, and of course, substantial savings.



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Therefore:

- The general conditions were applied and the standard contract updated and contract signed for the next 3 years
- Clear service description based on each plant demand (individual annexes) and complete overview of the leasing process
- New design changes of garments for different departments
- Implementation of KPI's (client's responsibility & purchasing support)
 - Work wear service managing
 - Health and Safety requirements
 - Cleanliness and sanitation
 - Quality standards for customer service
 - Financial settlement
- Achieved of 17% savings

Our team has worked with the client, shared data and discussed goals and objectives for these projects. The professional skills and resources supported them in taking the best decisions in offering premium services.