



Advanced Cost Saving with Proactive Sourcing

– a CSK Value Proposition

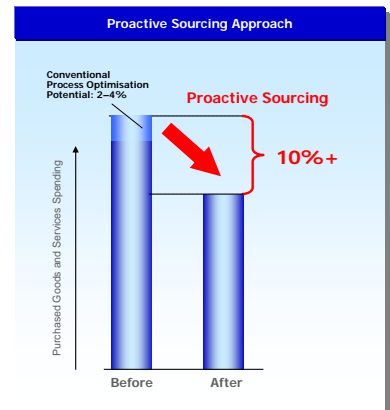
Proactive Sourcing – 10% savings plus

▶ *With Proactive Sourcing, CSK typically achieves direct annual financial savings on purchased expenses of 10% and more.*

▶ Purchased expenses make a large proportion of all corporate expenses. Thus, savings open a high potential for value creation.

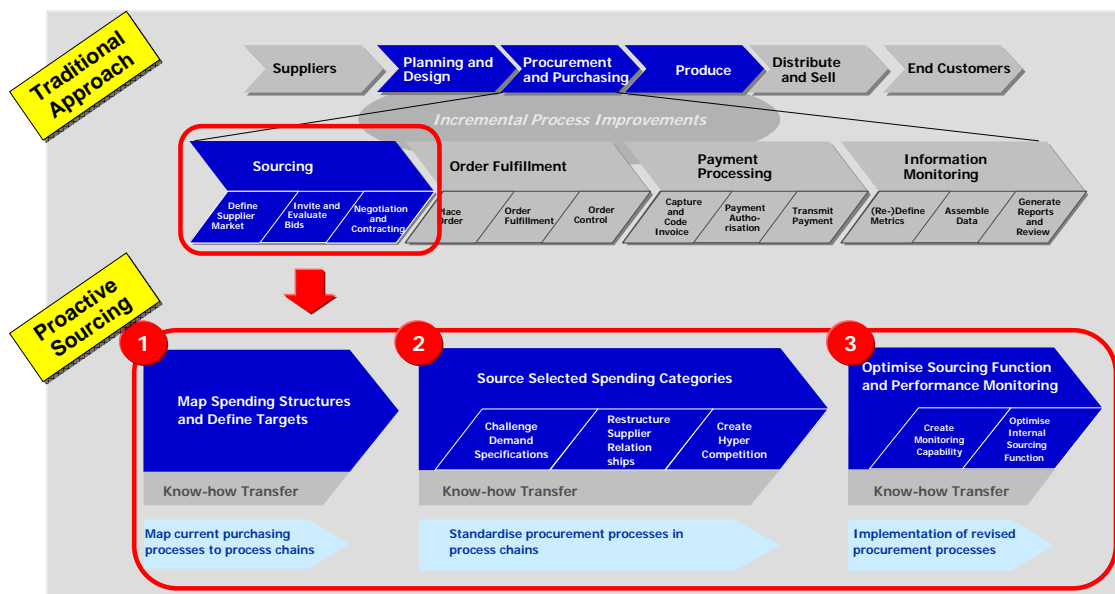
▶ To exploit this potential, we use the *Proactive Sourcing Approach*. The results of such an effort are significant short-term savings and long-term improvements in the purchasing process. The *Proactive Sourcing Approach* focuses on sourcing and process optimisation in purchasing, rather than fine-tuning across the entire supply chain.

▶ To achieve these results, we can rely on the experience of similar projects in the past, with average savings of 17%.



Focus: Sourcing

▶ *To achieve the targeted savings, the Proactive Sourcing Approach focuses on sourcing and process optimisation in purchasing, rather than fine-tuning across the entire supply chain.*



source: CSK, CMD, MMG

▶ Applying this approach, we exploit the many latent sources of leverage that exist at most organisations.

▶ At the same time, purchasing personnel will acquire substantial knowledge and skills “on-the-job” throughout the project, supported by various tools.

Results

▶ *The results lead to direct as well as indirect savings.*

▶ Typically, the direct annual financial savings on expenses are **10% and more**.

Indirect savings:

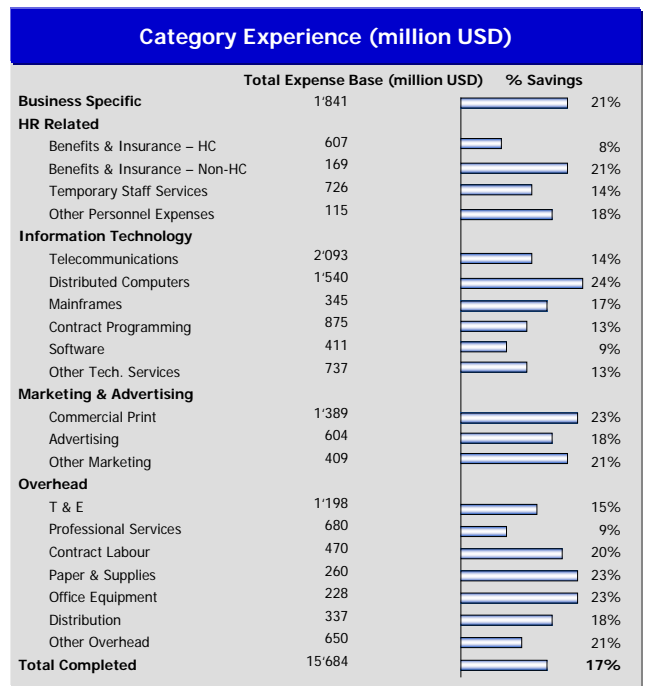
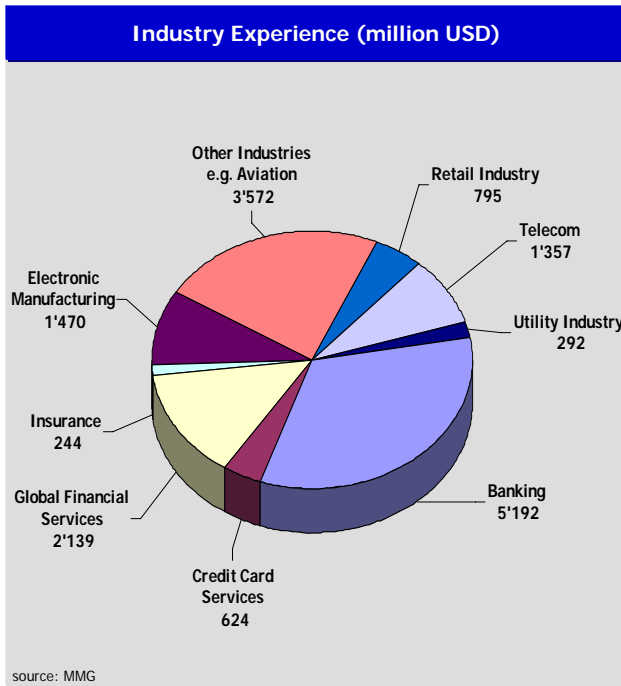
▶ Streamlined supplier structure

▶ Improved purchasing process

▶ Quality assurance in place

Experience

➤ To achieve these results, we can rely on the experience of similar projects in the past, with average savings of 17%.



➤ References available

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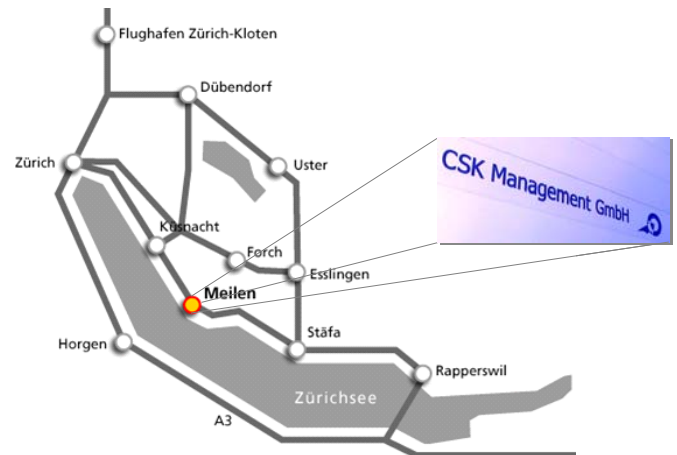
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CSK is specialised in:

- Bid Management and Sourcing
- Strategic Marketing
- Communication

We are looking forward to talking to you!