

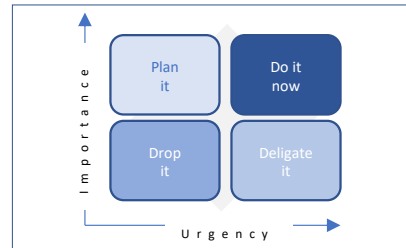
Strategic Sourcing Principles

Objectives

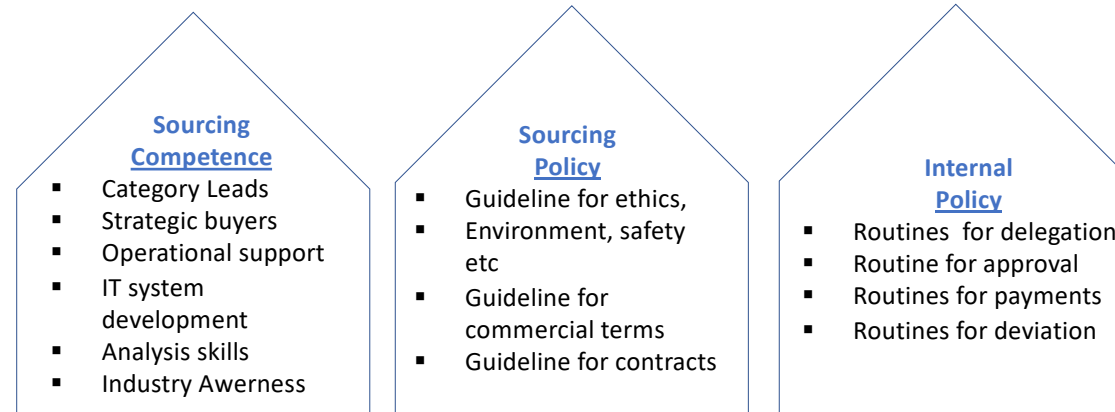
Sourcing Strategy

- Based on BU needs
- Focus on prioritization matrix
- Organized Categories
- Key and frame agreements
- Need of supplier base and improvements
- Calibrate performance KPI
- Objective aligned with BU requirement

Analysis, Governance and Coordination



Processes



Tool Box

Sourcing Competence

- Category Leads
- Strategic buyers
- Operational support
- IT system development
- Analysis skills
- Industry Awareness

Sourcing Policy

- Guideline for ethics, Environment, safety etc
- Guideline for commercial terms
- Guideline for contracts

Internal Policy

- Routines for delegation
- Routine for approval
- Routines for payments
- Routines for deviation