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# All about Sourcing

SOURCINEERING – Purchasing & Engineering will be going hand in hand in the future



## SOURCINEERING – Purchasing & Engineering



*will be going hand in hand in the future*

- Sum of added value of purchasing
- Optimization lever
- Supplier and parts consolidation

What is  
**SOURCINEERING?**

## **What is SOURCINEERING?**

**SOURCINEERING** is made up of the English terms **Sourcing** and **Engineering**  
And aims at coordinating purchasing and construction.

The use of the formal methods for

Planning

Analysis

Design and

Construction of information systems

at company-wide basis,

which can build up on one another and und in are somehow dependant on each  
other are supplemented by the sourcing of operative and strategic tasks in the  
company.

All about

# Sourcing

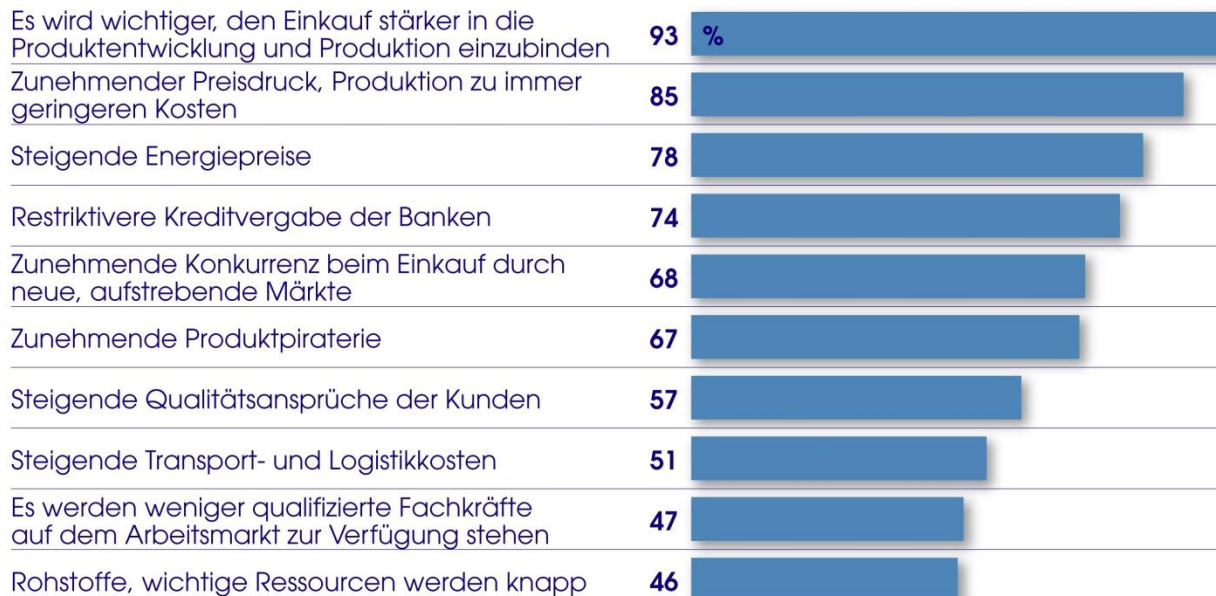
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Einkaufsleiter erwarten vor allem eine stärkere Einbindung ihrer Abteilung in Entwicklung und Produktion, Preisdruck und steigende Energiekosten

*Es gehen von folgenden Entwicklungen in den nächsten 10 Jahren aus –*



**Which approaches and methods – the so-called levers – would the industrial companies have, in order to improve their purchasing power?**

**We differentiate between the three types:**

**1) Business lever**

The business levers highlight, in simplified form, where a company purchases and whether said company's purchasing power bundles across the entire company in order to improve conditions, for example.

**2) Technical optimization lever**

The technical optimization lever is used to question what is purchased, for example how many variants of a product.

**3) Lever for supplier chain**

Levers along the supplier chain ask for the “How” of purchasing and concern themselves with management of supplier relations, for example.



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future

**What lever effects does Sourcing offer?**

## **Optimization lever with Sourcing**

**The least used levers with  
savings potential between 6  
and 10 percent:**

- 1. Reduction of product variants**
- 2. Make-or-Buy decision**
- 3. Redesign-to-Cost**

## **Optimization lever with Sourcing**

- ✓ **Define preferred parts/suppliers** (avoid Maverick Buying or coincidental purchases)
- ✓ **Find the best supplier** (find and jot down requests)
- ✓ **Joint supplier selection** (engineering and purchasing make joint decision)
- ✓ **Supplier transparency**
- ✓ **Make offers to control engineering decision to control comparable**
- ✓ **Leave supplier alternative open** (through STANDARDS for purchased parts)
- ✓ **Global suppliers** (to leave relocation possibility open)
- ✓ **Supplier consolidation** (and thus optimization of logistic process)
- ✓ **Knowledge database to purchased parts**
- ✓ **Digital reference model for a rough cost analysis**

## Practical example with BMW Group - Valtech

### Challenges:

Redesign of processes and the system support in repeated parts management

### Goals:

Goals were

- relieve employees in development,
- optimization of solutions as well as
- the realization of scale effects in processes and purchasing through a higher equal parts quote.

The process includes internal and external developers and secures their adjustment with purchasing, assembly and production.

## **Practical example BMW Group - Valtech**

### **Solution:**

Create an internal service organization  
(network of members of the standard parts site and the development departments)

### **Results and Use:**

- Realization of purchasing potentials through scale effects and bundling of supplier inquiries
- Reduction of process costs and realization of potentials in production and assembly through repetition effects
- Optimization of constructive solution quality through know-how bundling

# All about Sourcing

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Practical example PARTSolutions

The screenshot displays the 'All about Sourcing' website interface. The top navigation bar includes 'All about Sourcing', 'BETA', 'CAD MODELLE', and 'Willkommen'. The main content area is titled 'Auswahl CAD MODELLE' and features a search bar, navigation links, and a list of catalog entries. The right sidebar contains a search section, a preview section, and a news section.

**Navigation:** Zurück, Home, QA Siegel, Sprache

**Klassifikationen:** Alle Kataloge, Zertifizierte Kataloge, Alle Kategorien, Alle Länder, Alphabetisch

**Kataloge:** Filter:

A		
A4Hydraulik	Accurate	ACE Stoßdämpfer
Afag	Agathon	agru
Albion	Alfa Laval	Alfatec
AMF - ANDREAS MAIER GMBH & CO KG	Aoki (Mecha Tech)	Apore
Arnold	Assag	
B		
Balluff	Bando	Belden
Bell-Hermetic	BENE INOX - Raccords Robinetterie - /	BENE INOX - Visserie et boulonnerie .
BettSistemi	Bilising Automation	Bordignon
Bosch Rexroth	Bossard	Boteco
Brauer	Burger & Brown	Bühler Motor
Bürkert		
C		
Camozzi	CCVI Japan	Centryco

**Suche nach CAD MODELLEN:** Volltext, Variablen, Geometrisch 3D, Skizze 2D. Suchtext: [ ] Suchen

**Vorsicht CAD MODELL:** Vorschau, Animation, Maßbild, 3D-PDF. Keine Vorschau verfügbar.

**All about Sourcing News:** Nordex verstärkt Einkauf, REWE verlässt Einkaufskooperation tooMax-x, Lieferantendaten immer dabei, Mercateo liefert 5,4 Millionen Artikel, Großhandelspreise um 5,9 Prozent gestiegen, Geschmuggelter Knoblauch in Polen abgefangen, Preissprünge und Lieferengpässe, Elektronischer Produktkatalog online, Krefelder Edelstahlquass in China. Gadgets powered by Google.

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**Thank You!**