

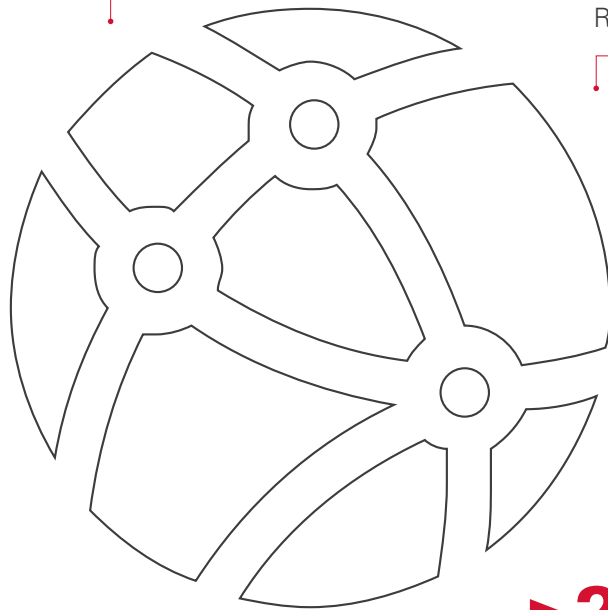
# FEV GLOBAL SOURCING

**>180**

SUPPLIERS ON THE LONGLIST

**52**

QUOTATIONS RECEIVED



**12**

TOP-SUPPLIERS IDENTIFIED

**>25%**

POTENTIAL SAVINGS



## SITUATION & APPROACH

- A leading European tier-2 supplier for turbocharger components was looking for sourcing opportunities and benchmark prices
- Objective was to carry out a structured sourcing process regarding defined steel and aluminum casting parts in Europe and Asia in order to receive benchmark quotations from potential suppliers
- Analysis and preparation of required specifications, drawings and product data
- Research of potential suppliers for steel and aluminum casting in Europe and Asia and preparation of a supplier long list with all contact data
- Carry out a structured RFI (Request for Information) process and obtain signed NDAs from suppliers
- Preparation of tender documents and perform a structured RFQ (Request for Quotation) process including a rough cost break down
- Analysis of received offers and preparation of a TCO-based price comparison sheet with evaluation of potential savings
- Identification of Top-Suppliers according RFI & RFQ results



## RESULTS AND BENEFITS

- Overview about the supply market with comprehensive supplier long-list
- Original quotations from qualified suppliers with rough cost break down
- Identification of interesting potential savings of >25% with alternative suppliers



## SMART COST REDUCTION

In order to significantly save costs on technical products, FEV experts from different areas proceed in an interdisciplinary manner. They make detailed analyses of existing cost drivers, benchmark products from competitors, and generate a calculation of target costs from the bottom up. In addition, they generate innovative solutions for cost reduction through Value Engineering and implement them by way of international sourcing — or commercially, through supplier management — at the required quality level. FEV extensively trains client employees and installs proven methods and tools. This ensures the achieved savings in the long term.

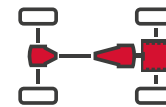
## SERVICE LINES OF FEV CONSULTING



Technology  
Roadmapping



Connected and  
Automated Driving



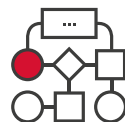
Powertrain  
Concept Studies



Modularization  
Strategies



Mergers &  
Acquisitions



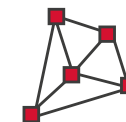
Product Development &  
Process Optimization



Vehicles &  
Lightweight



Smart Cost  
Reduction



Manufacturing  
4.0



Supply chain  
management

Dipl.- Ing.- MBA.

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