



## CONSULTANCY & SEMINARS

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### PROCUREMENT LOGISTICS International Strategic Sourcing

— Main Topics —

1. Procurement logistics (synergism, -determining the degree of utilisation in the context of the distribution policy) in the original dispositive structure — in addition to research/development, transformation process (optimum factor allocations [i. a. consumable resources]): I. a. increase in productivity ( $P_i = x_i/b_j \rightarrow b/x = 1$  [threshold value]), including determination of batch size for the Leontief- (linear limitational — assembly line production)/substitutional production (process sourcing — TCO = Total Cost of Ownership / supply chain management), sales marketing, finance- and internal accountancy (static-/dynamic considerations).

2. Tender-relevant and category-specific factors (RFI).

Specific priority (in the second dimension):

2.1 COMPANY PROFILE

2.2 MARKETING ISSUES

2.3 TECHNICAL REQUIREMENTS

2.4 LOGISTICAL REQUIREMENTS

2.5 PRODUCT- AND PRICE POLICY

2.6 COSTS

2.7 MANAGEMENT AND REPORTING

2.8 OPERATIONAL SAFETY AND SYSTEM SECURITY

2.9 DEVELOPMENT POTENTIAL / SUPPLIERS AND SUBCONTRACTORS

3. Compensation of horizontally redundant tasks through a hierarchical and partitioned process analysis (AHP plus Matrix — BI-Software Solution).
4. Auction methods/techniques (i. a. Reverse Auction).