

Strategic Sourcing

Aerospace Industry

Case Study



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An integral aerospace manufacturing company based in Europe. The company caters to the aeronautical industry.

The company was looking for raw material (Aluminum plates) of 6XXX series with special temper and thickness tolerance which were hard to find. The Company was looking for ready stock with delivery target of 1 week's lead time. The purchase manager in the company was struggling for the material as it was required for a critical component being manufactured for a major customer. Sometimes the price did not match the targets and at others the material was not available in ready stock.

AGS targeted the USA market in the region where this material had maximum probability of its availability in ready stock with approved stockists. Our sourcing team started contacting suppliers in this region. Within 24 hours we were able to locate the material with ready stock at a price that was 10% cheaper than the target.

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