



SOURCING & SUPPLY CHAIN MANAGEMENT

STATE OF THE MARKET

Companies across the automotive, medical, industrial, oil and gas, energy and utilities, and engineering, procurement, and management (EPC) industries are looking to streamline supply chain management to maximize their operational efficiency and profits. Weak communication channels between firms and suppliers with a slow response time from the latter, have led to lengthy product development times, poor output, and the wastage of resources. While digitization presents a solution to some of these problems, only 40% have a defined digital strategy that is aligned to their company's goals.¹

Driven by a pressing need to lower procurement costs and development lead times, firms are increasingly seeking external support to implement the most efficient sourcing strategies, ensure uniformity in processes and procedures, and transition to a digital supply network.

SERVICE OFFERINGS

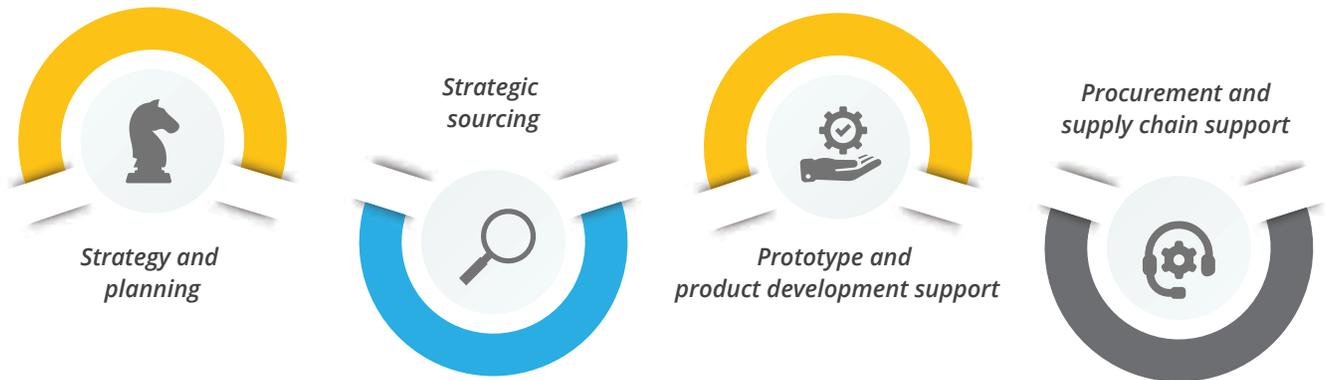
L&T Technology Services (LTTS) uses cutting-edge technologies to deliver the most effective supply chain management solutions. Our strategic sourcing services include supplier identification and screening, analytical evaluation and selection, should costing, RFQ management and commercial negotiations.

We also provide prototype and product development support that covers end-to-end testing, process and quality establishment, and value engineering services. Finally, we help companies devise sourcing strategies, conduct spend analysis and consolidate their supplier base.

Footnotes:

1. Deloitte, The Deloitte Global CPO Survey 2016, <https://www2.deloitte.com/uk/en/pages/operations/articles/cpo-survey.html>

END-TO-END STRATEGIC SOURCING & SUPPLY CHAIN MANAGEMENT



KEY DIFFERENTIATORS

- Well-established supplier evaluation and assessment process
- Experts with rich industry experience in sourcing, procurement, and supplier quality management
- Database of qualified suppliers for various commodities
- Acts as extended arm of customers' team
- Rich experience and business relationship with suppliers

BENEFITS

- Maximize profits by leveraging best cost country (BCC) sourcing and should cost analysis
- Ensure supplier quality with our end-to-end strategic sourcing services
- Reduce total cost of ownership (TCO) and time-to-market by availing our comprehensive supply chain management services

CASES



Provided a complete sourcing solution for a European mining truck OEM, for their product launch in India. Recommended best-suited suppliers based in India through should costing, negotiated prices, and ensured component development with PPAP formalities.



Executed should-cost analysis by dismantling competition product, preparing bill of material (BoM) and identified manufacturing process for each separate component. Calculated production and raw materials cost, and delivered a clear cut roadmap for negotiating quotes with external suppliers.



Performed comprehensive should cost analysis for a global passenger car OEM based in Japan, who needed to source components from suppliers in India. Received, dismantled, prepared bill of materials, and identified the category for each part.

For more information visit us at www.Inttechservices.com

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About L&T Technology Services

L&T Technology Services Limited is a subsidiary of Larsen & Toubro Limited with a focus in the engineering services space, partnering with over 50 Fortune 500 companies. A leading pure-play Engineering, Research and Development services company, we offer design and development solutions through the entire product development chain, across various industries such as Industrial Products, Medical Devices, Transportation, Telecom & Hi-tech, and the Process Industry. We also offer solutions in the areas of Mechanical Engineering Services, Embedded Systems & Applications, Engineering Process Services, Product Lifecycle Management, Engineering Analytics, Power Electronics, Machine-to-Machine (M2M), and the Internet-of-Things (IoT).