

Who is this position paper for? Focus groups:

All specialist groups and professional groups, an all-rounder will contest the future. Stand on the right side. What does the buyer of the future look like? "Old habits have had time to grow, new ones must too." **Are there any solutions?**

Yes, 1. An action plan must be established (knowing where the shoe pinches are a start), set short, medium and long-term timeframes

2. Build bridges instead of digging graves (create and implement concrete measures), don't look for someone to blame, but look ahead, what does the company do strategically...between purchasing and suppliers, purchasing and sales, between purchasing and internal salespeople

3. Internally strong (anticipation forces are awakened and increases resilience)

4. International competence (A MUST for the competence of the situation to be fit for this strategy) the language of other speaking increases competence

5. Rethinking at all levels (pay attention to internal conflicting goals)

Seek cooperation and help resolve conflicts. Promotion of innovation at all levels, early linking of projects (in different departments) close networking of managers. (To avoid internal conflicts of interest)

The procurement of tomorrow:

1. Solving the current situation and opening one's perspective to something new.

2. A manager will be the manager of his product group, take on a lot of responsibility and (must) master international intercultural communication and thus be an all-rounder in a modern company, and be an ambassador for his leadership, his negotiating skills will shape the success of the entire company.

The buyers of the future will no longer be the price-cutters of the past, but will act with personality, they will always have their office, and solutions will be worked out together.

However, meetings will take place much more efficiently than today. Participants will ensure that the time is used creatively.

The buyer will be an intercultural, multi-skilled category manager. In an international context of an international company, new skills will become necessary.

Check out the workshop of “test day”,

refer source:[Global Sourcing | Ratgeber auf INSIDE BUSINESS - e](#)

"Medium-sized companies are far behind in global sourcing!" This was the headline in the magazine "**Markt und Mittelstand**", referring to a study by the University of Applied Sciences in Leipzig. While group companies use global procurement as a strategic competitive advantage, around half of all companies only buy from abroad if they have an explicit need or not at all.

A key reason for the reluctance is the lack of resources and expertise in global purchasing. Because the requirements for a successful use of international suppliers are high. "Global sourcing goes far beyond the 'importing' of goods, it includes the systematic analysis and use of the worldwide procurement market" on the necessary skills for global purchasing."

What dangers lurk in global purchasing?

What is your experience in this regard?

He quite aptly describes the problem of small and medium-sized companies - they do not have the funds, the staff and the time to deal with such a complex matter. There are also undiscovered risks that can only be minimized through experience and good contacts. Difficulties, for example with high transport costs, exchange rate fluctuations or customs duties, make the low purchase price so expensive that the entire procurement becomes a loss-making business. In the international context, these influences in the international context team must provide a disciplinary composition to meet this challenge professionally.

But be careful here. The financing can lead to a focus topic or, as I like to call it, a "watchdog field", because political or economic instability in the supplier country is difficult to assess and this results in risks in payment transactions.

Typical topics are:

->Extended delivery times, inadequate quality or a complete failure of delivery are further risks in the international exchange of goods.

->But language barriers and unclear legal situations can also lead to problems in the cooperation between clients and suppliers. So, what to do?

Join forces with experienced companies!

Cooperation will help you to reduce your weaknesses and to support your partner in a trusting manner, which will be positively reflected to you.

For many SMEs, the requirements for global sourcing as a purchasing strategy are remarkably high and the restrained use is therefore understandable. This does not mean, however, that the advantages of globalization cannot be used. There is an easy way for any company to tap into the cheapest international suppliers. The magic word is 'cooperation'! There is a clear focus behind this: you are not alone as a company; others are in the same situation and together we can meet requirements that cannot be met alone.

You hardly want to include direct competitors in a cooperation. But how about looking for partners with a similar requirement profile? All mechanical engineering companies need drive elements, plastic parts, control systems or other machine elements. Partners for joint purchasing can be found through associations such as Swiss Engineering, SWISSMEM, German Society for Quality [DGQ], or, for example, the VDMA or the VDW. Good contacts can also be made at trade fairs or congress events.

Global sourcing offers a completely different component: looking at other countries also helps to find better local purchasing conditions. Background information from other markets and providers can highlight interesting aspects for price negotiations with domestic providers

or prompt them to want to improve. Or insights into new customer potential can be achieved.

Constant alertness requires a constant urge to **"want to get better."**

The future of the buyer will have to change, he will have to have the courage to get involved in various technical, marketing, economic discussions to get a clearer picture of the overall situation.

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Success with working groups and system partners

System partnerships are created as part of larger projects. You can use such work-sharing projects well for jointly managed purchasing activities. The construction of production lines, for example in the automotive industry or at manufacturers of mass-produced items, often requires intensive cooperation. The cooperation can be transferred to joint activities in purchasing. The advantage of this would be the broadening of the knowledge and experience base. For example, it would be possible to coordinate or supplement different requirements for drive technology products – electric motors, gears, control systems. This would expand the demand and would be a good basis for better delivery and payment terms from the shared suppliers.

Another advantage would be a distribution of personnel opportunities. Once a basis of trust has been established, the tasks could be organized among the cooperation partners based on the division of labour, which on the one hand broadens the knowledge base and on the other hand promises a reduction in personnel.

The large automobile manufacturers, energy suppliers, mobility providers and manufacturers of IT products prove that such cooperation efforts can be of great advantage. They buy together and sometimes use the same suppliers or system partners. Clear contractual

regulations are a prerequisite for such extensive cooperation. Car manufacturers in the field of engine production show that self-confident competitors overcome their concerns for economic reasons and then work together successfully for years. Not only are interchangeable assembly systems being developed, but the manufacturers are also exchanging complete units with one another.

A checklist for global sourcing

The large group companies with international experience use global sourcing as a strategic resource today. Small and medium-sized companies are holding back for a variety of reasons, but the majority feel that they are insufficiently prepared to meet the demands of the global exchange of goods. However, since competition is also becoming internationalized, it makes sense to overcome one's own deficits and omissions. Below you will find a checklist to help when developing new suppliers and markets. Watch points and list: Global sourcing for all companies (regardless of their size)

1. Are you satisfied with the current way of purchasing and sourcing?
2. What would you like the company to change?
3. What are your purchasing priorities?
 - Pricing, quality
 - Availability, reliability
4. Do you / does the company have experience in international purchasing?
5. Does the company have international cooperation partners / customers?
6. How do you / how does the company maintain contacts abroad?
 - Maintaining contacts on a personal level
 - Diverse contact maintenance
 - Institutionalized company contacts
7. What fears do you have / do the company have in relation to global sourcing?

- Excessive demands and insufficient knowledge and skills
- Uncertainty when choosing a partner
- Unwanted technology transfer and plagiarism

8. Have you / has the company ever sought advice on global sourcing?

The free **trade agreements (USMCA)** that are just emerging or have already come into force will change the flow of goods worldwide. This is a key reason to get involved with global sourcing, even if you are not yet thinking about sourcing goods from distant countries. In any case, it is worth thinking about the possibilities and potential. In view of the wars and crises threatening today, the focus must be placed on your supply chain that is worth protecting and on internationalization in order not to fall behind or miss the boat. This is certainly a certain stress test for many companies, but it is also an interesting job.

Let's Do it.

If you have any further questions or inquiries, please contact www.pur-consulting.org

We also help you in connection with the sustainability

goals of an integrative and interdisciplinary
organizational structure to protect a tomorrow".

Herzlichen Dank / Thanking you
Ludwig Sadredin Sahesch-Pur
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