

# General presentation



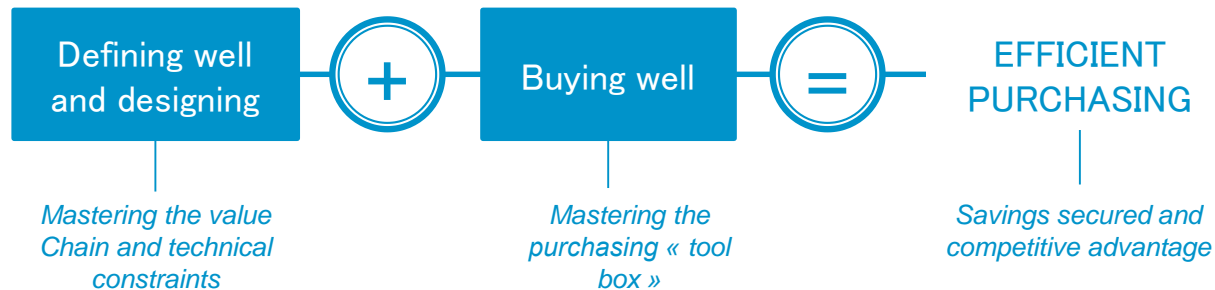
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# Who are we ?

- An eighteen-employee consulting company specialized in industrial purchasing management
- Intervention on the value chain and on the design of products to be sourced and industrialized
- Combination of pragmatism and dual Purchasing & Technical expertise

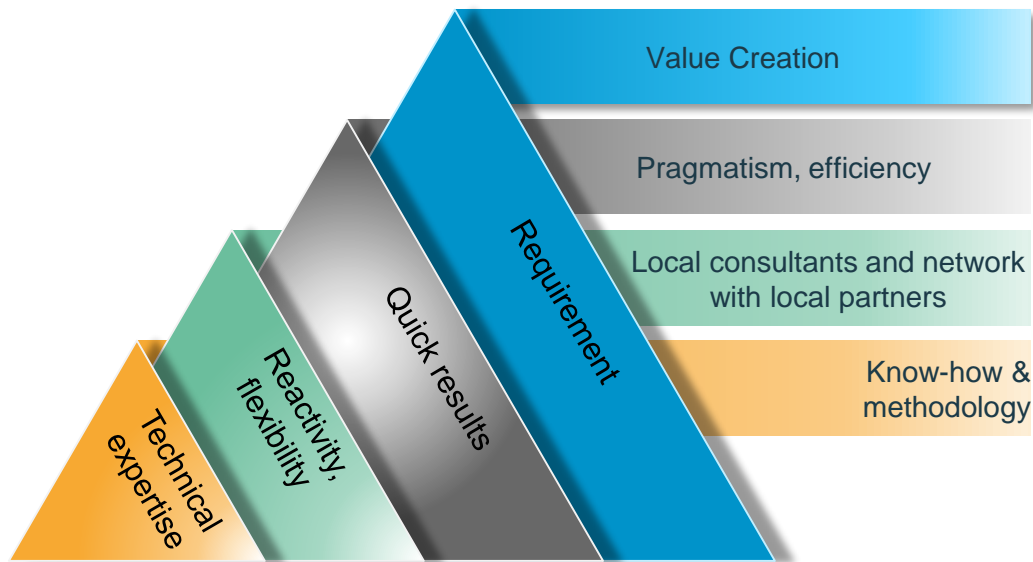


A double expertise to help industries

# Our position

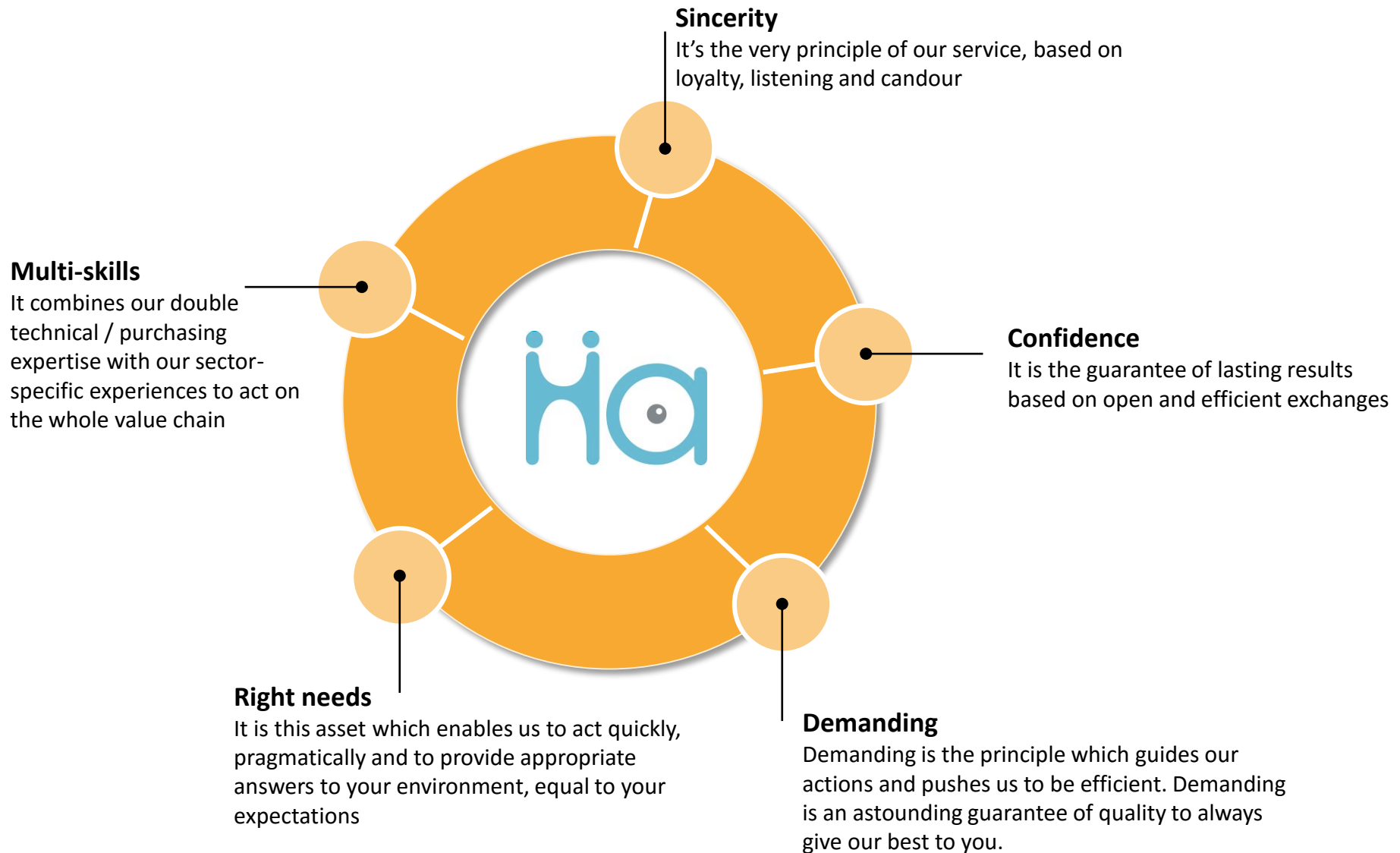
We provide you :

- A double “technical and purchasing” expertise to serve industrial actors
- Cost reduction through the mastering of purchasing and technical expertise
- Flexible and long term service
- Research of competitive advantages for our customers



On demand services providing a competitive advantage to our customers

# Our values



# Our offers

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## CONSULTING

Supporting our customers by creating value through our expertise on purchasing strategy, organisation, operational efficiency

## RESOURCES ON DEMAND

Supporting our customers facing growth, new projects, overloads, through on-site or off-site work

## TRAINING AND COACHING

Evolving and optimising your skills and your control of purchasing management

la Fabrique **Ha**  
Accélérateur de compétences

Offers adjusted to each of your needs

# Our CONSULTING offer

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## On **Strategic** projects

- Purchasing strategies analysis, definition and implementation
- Purchasing process definition and optimization
- Purchasing information systems & solutions
- Make or Buy

## On **Operational** projects

- Cost reduction missions adapted to each market / company...
- Suppliers audits and management
- VA-VE and lean management projects

## On **Organisational** projects

- Optimisation of existing organisations
- Setting up of purchasing organisations
- Change management

# Our **RESOURCES ON DEMAND** offer

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## Extra or **One-time** needs

- Provision of buyers for a few weeks or several months, full-time or part-time, in situ or ex-situ
- Staff augmentation for projects or serial purchasing missions

## **Collaboration**

- Project teamwork with sister companies or partners for Engineering, IT projects
- Ability to put in place multidisciplinary teams

## **Outsourcing**

- Management of a part of - or complete - purchasing portfolio
- Strategic &/or non strategic fields to optimize your purchasing structure & to be more efficient

The right person, in the right place, at the right time, just as required



# Our **TRAINING AND COACHING** offer

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## Competencies' improvement

- Coaching of buyers and purchasing managers
- Recruitment process and support

## Training offer : *La Fabrique Achats*

- Trainings on a specific market / technology we are expert on
- Customized trainings

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# Our customers

## Mechanics industry

- NTN-SNR
- Tristone Flowtech Group
- ACS
- Groupe Gouet-Meca.
- Général Transmissions
- STX Cabins
- Manoir Industrie
- Orfeverie D'Anjou
- Allio
- FIMEC
- Rollomatic
- Dorel
- Arcade Cycles

## Hydraulic & Mobile machines

- Dintec
- Heuliez Bus
- RotaTheam
- Microcar
- Serta

## Chemistry / Composite

- Baudet
- Groupe Armor
- Chronobox

## Electronics / Mechatronics

- N'ergy
- 4MOD
- Efel
- Bimedia
- Eolane
- ABE
- Posbank
- Devialet

## Energy & Environment

- Groupe Atlantic
- TMW
- Hamworthy
- Rubitech Heating
- Systovi

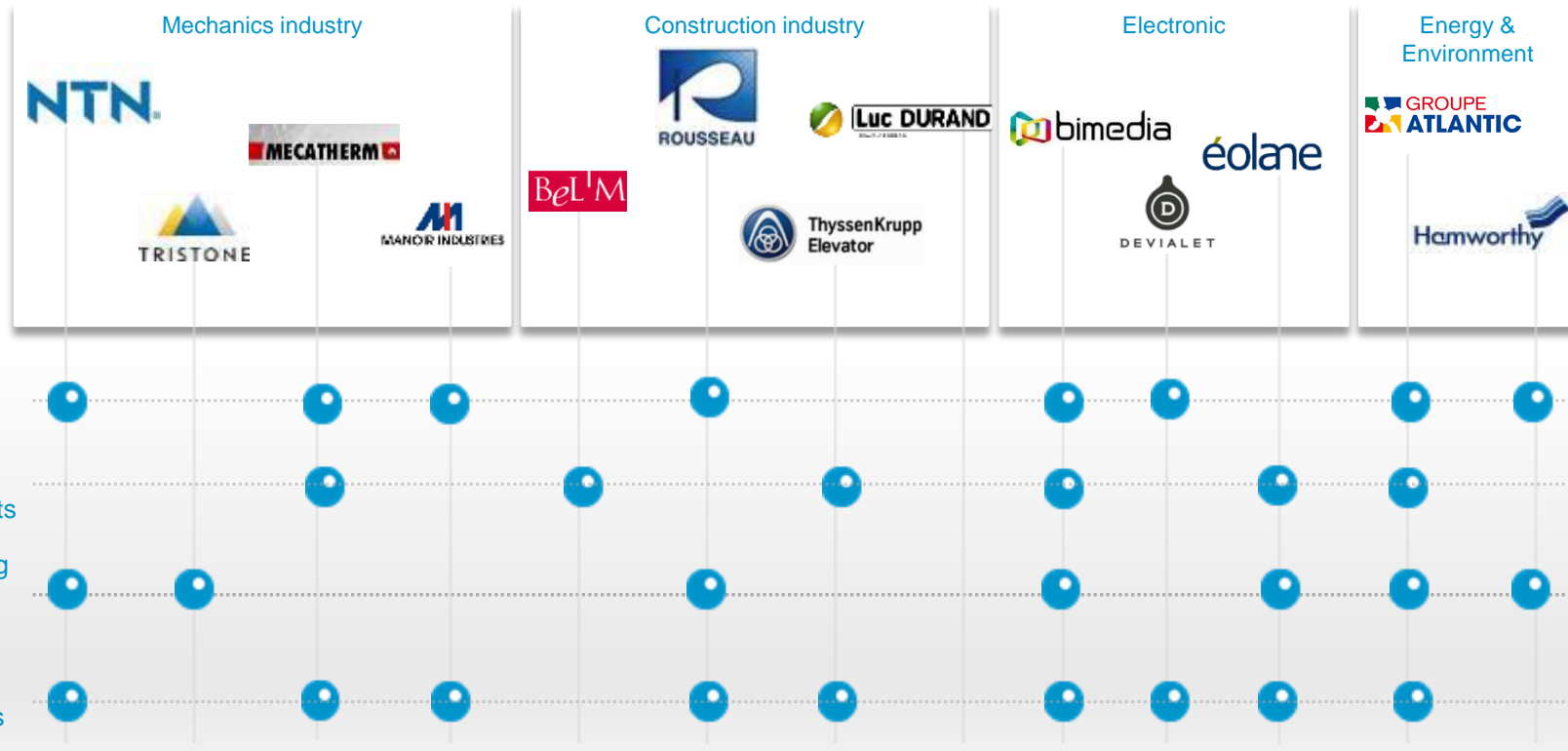
## Construction industry

- ThyssenKrupp Elevator
- Rousseau SAS
- Durand TP
- Groupe Millet
- Logelis
- Groupe CETIH - BEL'M

A structure adapted to the size of each company

# Example of achievement

## References



# Some Key Points

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- Recurrent customers (90%)
- Lots of operational projects have been successfully completed in several industrial branches since our creation.
- An average of 15 to 50% of savings thanks to our double expertise and due to the fact that we include purchasing in design.
- All-inclusive package for our customers combining design with objective cost, suppliers' management, industrialisation, prototypes.
- Stakes in an engineering consulting firm (12 co-workers) and partnership with complementary experts.
- Project of collaborative R&D on design to cost in composite materials sector

On demand service and a competitive advantage to our customers



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