

## PROCUREMENT CONSULTANCY SERVICES

### 1. Scope

INDEVCO's Procurement Consultants advise and assist clients on purchasing processes, systems and technologies and on engaging vendors in order to procure clients' quality goods in a timely manner.

### 2. Objectives

INDEVCO's Procurement Consultants engage directly with clients to:

- Recommend long and short-term procurement strategies covering all purchases of the client's business, as well as an effective procurement process flow within the client's business unit(s)
- Advise on development of an organizational culture focused on financial impacts related to procurement and to recommend purchasing decisions that maintain a healthy cash flow
- Recommend and assist in implementing on-going raw material sourcing and supply to the client's business unit(s) through clear business unit requirements and effective inventory management
- Advise and assist in negotiating and finalizing prices, contracts and payment terms with suppliers, as well as advise on claims with suppliers related to quality, shipment, and other non-conformities to ensure proper settlement
- Propose and/or review the client's Supply Rating Matrix to enhance benchmarking and assessment of supplier service levels
- Advise on the elaboration of the commercial link between the client's suppliers and business unit(s)
- Recommend a system of continual knowledge transfer within the client's business unit(s) about raw material and market trends, freight price benchmarking, and optimal material quality / price ratios

- Review and recommend enhancements to the client's procurement operation, in order to secure uninterrupted operation for its business unit(s)

### **3. Global Network**

INDEVCO provides specialized Technical & Consultancy Services through a global network of employees, consultants, and technical advisors located in Lebanon, Europe and the United States and in coordination with research and development centers and laboratories around the globe.

Technical & Consultancy Services are focused on industrial manufacturing, including but not limited to the production and trade of forestry and paper products, tissue, plastics, corrugated packaging, aluminum, consumer and away-from-home disposables, and other related products for B2B and FMCG sectors.