



**« European procurement strategic consulting in China :
A weapon for Chinese and western's companies performance »**

On the 22nd of May 2007, the **Buy.O Beijing Wuzi Purchasing Research Center** has been launch at Beijing Wuzi University, China. Created from a partnership between Buy.O (international consulting company dedicated to procurement strategy) and the Beijing Wuzi University (first Chinese University in Logistics field), this purchasing research center is the first one in China fully dedicated to procurement skills development and procurement consulting.

Through their attendance, the Chinese government, as the major Chinese companies (China Power ; Petro China ; CFLP ; ...) and international groups (Airbus ; General Electric ; Total ; ...) have demonstrated their support to this initiative.

The strong Chinese market increase, is gradually driving the local and western companies to rebuild their global strategies as well as their industrial and procurement policies. If the maturity level of Chinese procurement can still not be compared to the western countries' one, the Chinese procurement function will certainly evolve rapidly.

*" The Chinese market's significance for our company, enforces Airbus to reconsider the local industrial strategy and also to find new productivity sources for the entire aerospace production" **GAO Zheng General Manager of industrial cooperation – China Airbus***

*"For many years, our University has been supporting the companies in their logistic's development. Today, our partnership with Buy.O gives us the opportunity to answer to the companies's demand in the procurement area. These companies, who have first based their competitiveness on the low labour cost, should now adopt the most advanced management techniques" **TAN Xiangyuong, Beijing Wuzi University Chairman - China.***

The main goal of the Buy.O Beijing Wuzi Purchasing Research Center is to offer to both public and private Chinese institutions as well as international companies, the chance to benefit from best of breed practices and procurement expertise tailored for the local market.

The partnership established between Buy.O and the Beijing Wuzi University since November 2006 has also led the creation of :

- A Procurement & Supply Chain Bachelor Degree education program, which will host its first students in September 2007
- Dedicated procurement training programs for Chinese companies and international groups located in China (The first training will take place in June 2007)
- A consulting activity aiming at procurement strategy, purchasing organization development and procurement operational projects

*"Through this cooperation, we wanted to provide to Chinese companies an access to the best methods and techniques we have implemented in Europe through the years. It is also a great opportunity for the western companies located in China. They have to locally develop a strong procurement function, providing additional competitiveness for both Chinese and worldwide market. In addition these advanced procurement functions will ease their integration in the global purchasing organization." **Marc Debets, Buy.O Chairman.***



Marc Debets, Buy.O Chairman
Tan Xiangyong, Beijing Wuzi University Chairman



Marc Debets, Buy.O Chairman



GAO Zheng, General Manager of industrial cooperation China
Airbus
WU Yue, Logistics School President - Beijing Wuzi University



The Buy.O Beijing Wuzi Purchasing Research Center's official launch,
Beijing- China the 22nd of May 2007



About Buy.O :

Buy.O, is an international consulting company fully dedicated to procurement. We reveal and boost company's performance through procurement excellence. Our large service offering structured around 3 major topics - Procurement Strategies, Procurement Transformation, Procurement Operational Projects - helps our customers to create, develop and transform their procurement and supply chain function. Buy.O's missions cover a large diversity of business sectors. Our clients either belong to international groups, mid size companies or organization from the public sector. We are able to support any of our customers everywhere in the world (Asia – America – Africa - Europe). www.buyo-procurement.com

About Beijing Wuzi University :

Founded in 1980, BWU has devoted itself to turn talented youth from all over China into professionals with multiple ability in economics and management. It is also the first university to have developed a logistics specialty in China.

The BWU has also focused its attention on the teaching quality and the self-improvement of the university. For its 12 000 students the BWU has developed 7 departments (Economics Department, Business Administration Department, Accounting Department, Management Science and Engineering Department, Labour Personnel Department, Logistics Department and Foreign Language Department) and enrol about 108 professors and associate professors). BWU attaches great importance to academic exchanges and friendly cooperation with universities and scientific research institutions in other countries. Meanwhile it also keeps and develops its friendship with colleges and universities from over 20 countries, such as Japan , France, USA...www.bwu.edu.cn

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