



Operational support for implementation in LCC

Client

A significant Global market player facing the aerospace market evolution mandated Buy.O to assess what were the opportunities linked with Eastern Europe industrial capabilities. Between economical pressure coming from its clients and supply shortages originating from its supply base, the Client needed urgently additional production capacities at competitive cost in order to secure a range of coming business opportunities.

Buy.O strategy

The project we conducted with the Client unfolded in three phases.

- First we assessed what Client's options were and confronted them with its priorities (capacity vs. availability, value vs. cost savings, low vs. middle value industrial processes, sourcing vs. partnership, etc.)
- Second, once the Client's option tree was designed, we conducted thorough impact analysis in order to assess the internal and external risks linked to every option, this exercise leading to a recommendation approved at Board level.
- Third, we assisted the Client through the first phases of project implementation, notably in the process of selecting and approaching a short-list of potential partners in the region.

Outcomes

In less than 4 months, the Client has been given clear visibility on what were its options for manufacturing in Eastern Europe. We shared a complete overview of markets, technologies, capacities, access to know-how and cost local opportunities with our Client. This knowledge completed with Buy.O's expertise of Impact analysis led to a fast track approval by the Client's Board. In the near future, this work will eventually result in the signature of a long-term partnership between our Client and a major Eastern European actor of the aerospace industry.

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).

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