

ATEGI

International purchasing



We specialise in the purchasing process and look for the progress of our customers

Our goal is to help our customers become more cost-efficient and competitive, wherever they are

We have an international team of more than 35 specialists all over the world (United States, Mexico, Spain, India, China, Vietnam, and Taiwan) providing an integral purchasing service tailored to your needs.

OUR VALUES

Cooperation

It comprises the strength of over 300 companies and business groups that have decided to centralize in ATEGI the management of their purchases to reduce their costs and increase their efficiency and business profitability.

Progress

Maximising the benefits of our customers and generating wealth in our environment moves us, motivates us and gets us involved. Contributing to have profitable and robust companies is an effective way to generate (ethical, social, labour, and environmental) sustainable progress in our society.

Specialists

Know-how, professionalism, rigor, working methodology, team, experience, continuous improvement, etc.

ATEGI performs a specialised management of each of the purchasing categories (energy, transport, telecommunications, etc.), tailored to each customer's need and providing an integral service of the purchasing process

Closeness

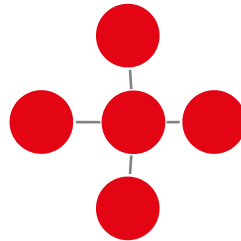
Closeness, active listening and interaction are the key ingredients of communication. In addition, good communication is a window of opportunities for our customer management. Because trust is the basis of a good relationship, we are constantly striving to share how we work and our methodology with absolute transparency

SERVICES



Advisory Services

- We make a customised diagnosis of the competitive position
- We focus on the most appropriate purchasing strategy for your company (cost reduction, process improvement, internationalisation, etc.)
- We design and deploy the transformation plan



Purchasing Centre

- We customise the purchase solution to each customer
- We make joint and centralised management of purchases
- We aggregate purchasing volumes by coordinating needs
- We optimise the contracting and service conditions



Purchasing services

- We carry out tailor-made projects
- We specialize in the prospecting and assessment of suppliers and perform supplier audits.
- We negotiate and control the award procedure and the contracts
- We organise the purchasing process
- We facilitate your spending control management

PURCHASING CATEGORIES

INTERNATIONAL PURCHASING

In order to be fully integrated in the global business environment, internationalisation strategies require a sophisticated purchasing management approach, with a clear and practical business view. Indeed, having a multicultural team as well as working with state of the art equipment, based on an extensive knowledge of the international supply chain processes, foreign market cultures and structures, it is a must

We help you to start, develop and manage the purchasing processes in the international arena so that you can continue improving the profitability and competitiveness of your company.

We have an experienced multidisciplinary team of over 35 experts located, in addition to the European Union, in strategic locations around the world: China, India, Vietnam, United States, and Mexico.

Our service is tailored to your specific needs: from market research and supplier location worldwide, to the monitoring as well as SQA of the production process. We also offer tailor made solutions to a wide range of international purchasing projects.

We manage a big variety of products required by our customers. Among others, the following stand out for their volume:

1. Moulds and dies
2. Industrial components: forging, screws, stamping, boilermaking, machining, injection products, sub-assemblies, building and foundry material, etc.
3. Consumer Goods and Distribution: Household, sports equipment, promotional items, etc.



MARKET RESEARCH AND SUPPLIER SOURCING AND IDENTIFICATION

1. Advisory Services and Support in international purchasing

- Sourcing and identifying new suppliers in China, India, Vietnam, Taiwan, Thailand, etc.
- Preparing a list of target suppliers by product line

2. RFQ: Specifications of product lines to be prospected

- Updated drawings.
- Technical specifications.
- Definition of purchase volumes.
- Target prices of the different products

3. Identification and selection of suppliers + Negotiation of the purchasing terms

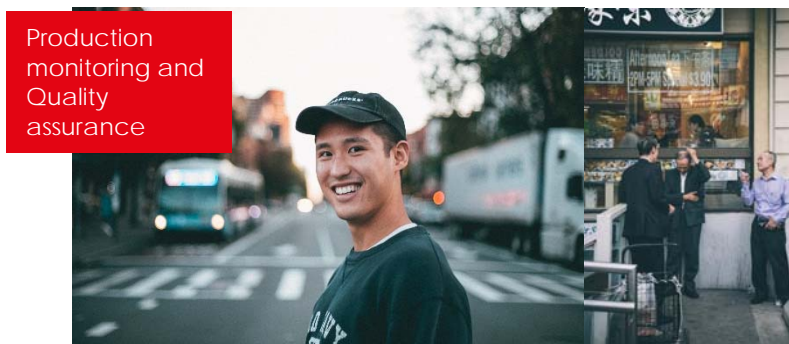
- Initial supplier assesment: ISA.
- Negotiation of the payment terms as well as exchange rate.
- Definition and monitoring of the production process and delivery dates.
- Sample validation and definition of corrective actions to be carried out

4. Designing and planning of sourcing/ business trips

- Arranging and managing supplier sourcing trips and agendas.
- Our Project Manager will join you during the trips and visits to suppliers.

5. Purchase order placement

- Confirmation of the order and final purchase quantities.
- Proforma Invoice arrangement.
- Breakdown of the production process and delivery dates



PRODUCTION MONITORING AND QUALITY ASSURANCE

1. Definition of Quality documents

- Definition of key dimensions as well as quality requirements.
- Planning a short list of potential suppliers by product line.

- Meeting our quality teams so as to review all the critical points and requirements

2. Follow-up of delivery dates

- Weekly update of the shipping schedule.
- Daily follow-up with suppliers on the status of the production process.
- Production process report and definition of the key milestones and bottlenecks.

3. Quality Inspection

- SQA visits and inspections based on MIL-STD-105.
- Checking that all the quantities and documents are according to the order request.
- Performance of destructive/non-destructive quality tests + thickness measurements of coatings.
- Analysis of chemical composition and material specification:
 - PMI Gun
 - Spectrometer
- Quality reports with photos of the inspection processes and products.
- Previous problem review and corrective action follow up.

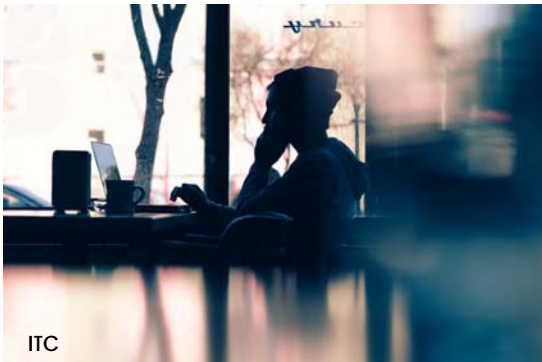
4. Non-conformity Management

- Assessment of non-conformities found.
- Definition of corrective actions to be implemented.
- Implementing corrective and useful monitoring actions during follow-up.

5. Logistics management

- Verification and loading process checking according to the EU requirements.
- Definition of all the shipping departure and arrival dates: ETD and ETA.
- And you can join our Land, Sea And Air transport management improving the logistics efficiency and your competitive position

OTHER PURCHASING CATEGORIES



CONTACT

We have an international team in eight different locations to help you wherever you need



Offices

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