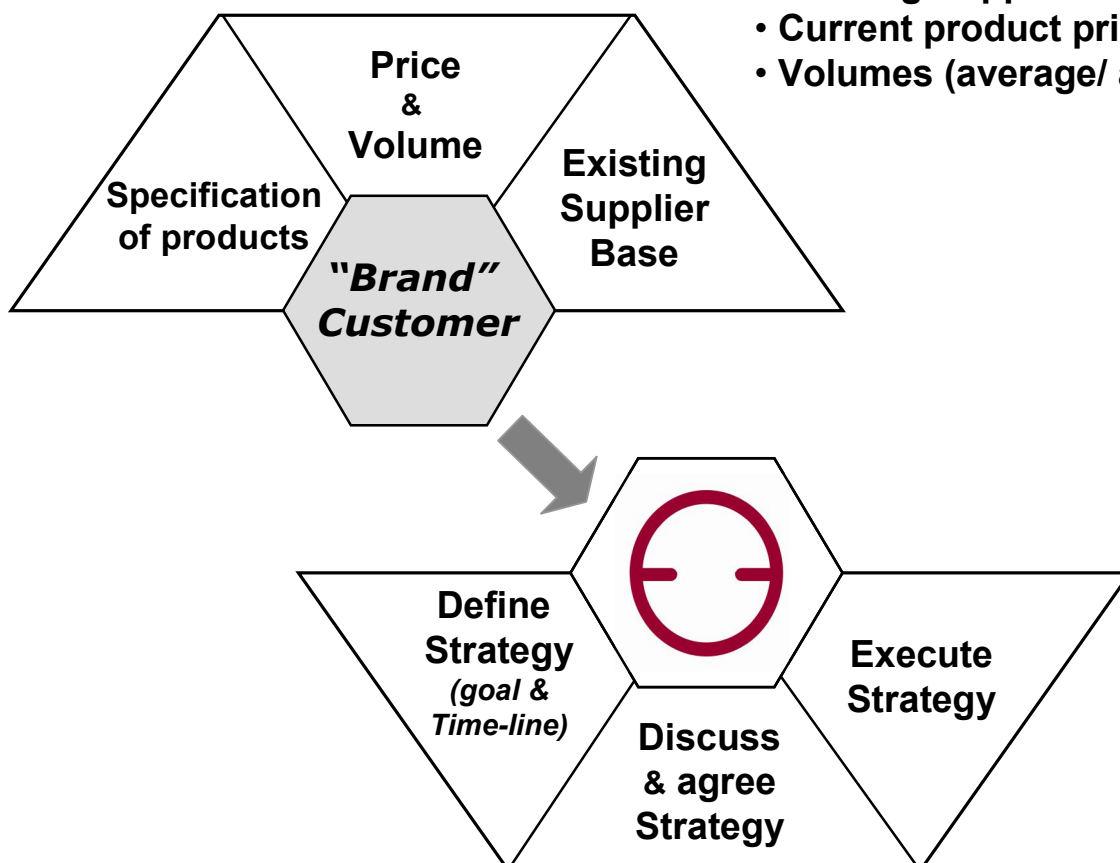


(S.O.S.) Second Opinion Sourcing

We offer our customers the opportunity for second opinion sourcing. Based on the customers existing supplier base, product specifications and product price, we will conduct a survey and provide a strategic action plan on how to reduce the customers overall investment costs.

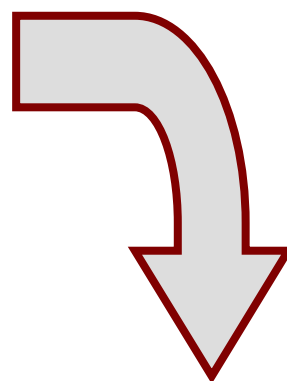
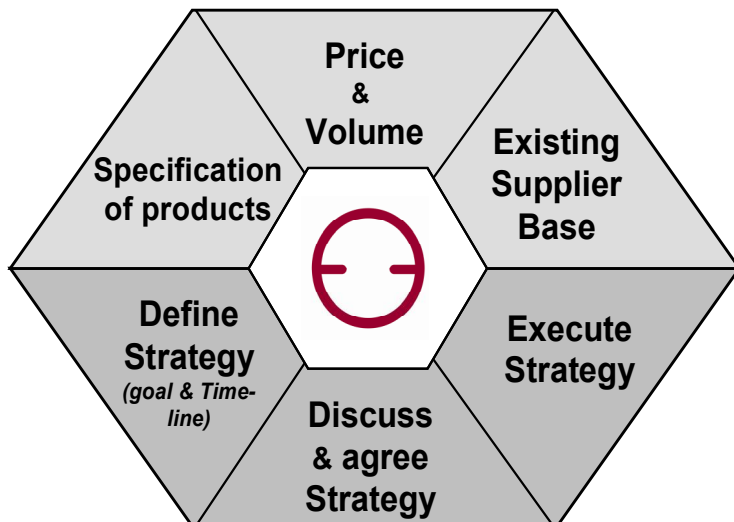
Customer:

- Provides product specifications
- Existing Supplier base (contracts)
- Current product pricing
- Volumes (average/ annual)



Secans:

- Defines procurement strategy
- Discuss & agree strategy with customer
- Execute strategy

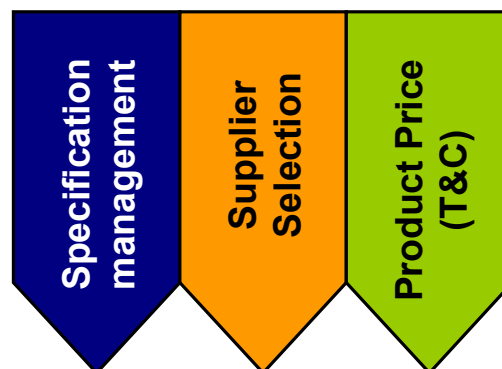


Secans (*Strategic Action Plan*):

The action plan will be based on

- Product specification (improvement)
- Supplier Selection
- Volumes
- Lead-times
- Price (total cost)
- Terms & Conditions
- Warranties
- Growth (global / national)
- Flexibility

Strategic Action Plan



Cost saving (price reduction)



Implementation

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