

OptiBuy

**Transforming costs
into value**



**Procurement
Consulting**



**Outsourcing
& Interim**



**IT tools for
Procurement**



**Global
Sourcing**



**Knowledge
Sharing**

WE ARE OPTIBUY!

We boost companies procurement performance

We support your organization in generating value by boosting the effectiveness of internal processes and securing the strategic future of your company. Relying on our 16 years of experience, advanced tools, and methods as well as an exceptional team of experts, we support your organization in the creation of competitive advantage.

OVER 390
successful projects

OVER 17
years of experience

OVER 16000
users of implemented
IT tools

OVER 13 000
pre-approved
suppliers

OVER 210
satisfied
customers

OUR CUSTOMERS

Here are some of the companies that trusted us:



Heavy Industry & Machinery

- ABB
- Bobst
- Claas
- Seco/Warwick



Automotive

- Autoneum
- Koenigsegg
- Toyota
- Nidec



Aviation

- Apco
- Technologies
- Syderal
- Honeywell



Consumer Goods & Fashion

- Geberit
- BSH
- SC Johnson
- Marie Claire



Retail & Services

- Auchan
- ISS
- McDonald's
- Körber



Health & Pharma Cosmetics

- Polpharma
- L'Oreal
- Yves Rocher
- Euro-medic



Power & Chemicals

- DuPont
- PKN Orlen
- Bayer
- Vattenfal



Finance

- mBank
- Baloise
- Santander Bank
- Allianz

...and many, many more. Visit our website to see the full list ► www.optibuy.com

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PROCUREMENT CONSULTING

Our ideas, your savings

Clients expect products and services of the highest possible quality for the lowest possible price. OptiBuy is a competent partner that responds to questions, creates strategic foundations and proposes consecutive steps to success within procurement activities.



“ **SECO/WARWICK** ”

“OptiBuy consultants supported us in cost optimization in indirect categories (...). However, the biggest challenge of the previous project was to find the best model of cooperation with suppliers..

Together we successfully developed an approach that proves to be effective in the long term.”

Katarzyna Kowalska, Head of Procurement Department

OUTSOURCING | INTERIM

Purchasing in good hands

Today's business dynamics and challenges revolve around limited human resources, concentration on strategic goals and building key competencies to gain a competitive advantage. One of the fastest, most effective ways of answering these challenges is through Procurement Outsourcing or using interim resources. This brings **clear reductions** in material and service procurement costs and helps provide a **permanent competitive level** in the long run.



Strategic outsourcing

- category strategy development
- procurement process and material flow optimization
- planning and holding comprehensive tenders
- framework agreement negotiations



Operational outsourcing (BPO)

- market analysis
- collecting offers
- execution of orders



Project outsourcing

- specification preparation
- know-how
- procurement activities



Interim Management

- agile executive search and/or replacement
- responsibility for generating profits or minimizing costs
- real benefits across individual ranges and entire departments

18%

reduction in the procurement prices of goods & services

60%

better supplier compliance

50%

reduction in supply & order cycle times

25%

reduction in procurement related admin costs

IT TOOLS FOR PROCUREMENT

Smart Procurement Solutions for your company

We provide comprehensive IT solutions supporting your procurement processes. We help you choose a software vendor and perform full installation and set-up of your chosen tools.

OUR PARTNERS INCLUDE



NextBuy is an intuitive procurement platform, that provides comprehensive support for purchasing and sourcing processes in enterprises. The flexible architecture of the system is based on the SaaS solution, which means the application is easily accessible from any place and device, at any given time. NextBuy is module based which makes it possible to easily adjust the system functionality to meet specific customer requirements and align with customers' business segments.

- supplier database management
- purchasing orders management
- e-catalogs
- tenders & e-auctions
- contract management
- reports and analyses

Ivalua Buyer is an IT solution intended for large companies requiring full adaptation of a system to their own internal processes. The software's flexibility lies in the fact that it is highly configurable by system administrators, without the need for programming knowledge. Ivalua Buyer regularly is regularly ranked as one of the top three process management software packages in the world (Gartner Magic Quadrant, Spend Matters SolutionMap).

- tender management (S2C)
- procurement processes management (P2P)
- hosted and punchout product catalogs
- supplier relationship management (SRM)

15

**certified Ivalua
experts (top 3
worldwide)**

1600
+

**users of
implemented
IT tools**



**Agile & Scrum
certified specialists**



"It was a decisive factor that (...) OptiBuy was able to meet the tight project schedule."

Stefan Bieri
CPO

GLOBAL SOURCING

The best global sources for your company

In an era of the widespread globalization of procurement processes and an ever-increasing number of players on the market, we support companies in searching for and working with external partners on global markets. Strategic procurement is not limited to just securing supplies of necessary products and services. Insight into foreign markets and the development of supplier relationships allows you to plan the growth of your company and make the most of long-term partnerships.

 **SWITZERLAND
GLOBAL
ENTERPRISE**

"We are truly impressed by the quality of services delivered by OptiBuy.(...) They always managed to meet the expectations of our Swiss clients (...)"

Benjamin Schwägli

Head of Swiss Business Hub Poland



Sourcing

- input data analysis
- market studies
- potential supplier identification
- assessment of supplier potential via RFIs



Organization of tenders

- requests for quotations (RFQ)
- negotiations of terms and conditions of sales
- risk analysis
- supplier choice recommendation



Supplier audits

- manufacturing process audits
- verification of all or chosen areas of supplier activity
- identification of potential risks
- presentation of supplier strengths and weaknesses



Supplier management

- supplier development
- Lean Manufacturing / SRM tool implementation
- performance monitoring

8-15
%

average client
savings per spend
category

2-3
months

for an average client
payback period

13
200

pre-qualified
worldwide suppliers
in database

2600
+

successfully
completed
projects

KNOWLEDGE SHARING

We lead the development of today's procurement industry

With more than 15 years in the procurement environment, we've noticed a lack of industry-wide meetings or events that present properly high-quality content and networking potential. Year by year, we're extending the range of our activities, while the PROCON conferences – with the involvement of the international environment – contribute to the development of the procurement community in Poland.



CONFERENCES

- refined agenda divided into thematic streams
- a compendium of specialist knowledge
- keynote speakers from the world of procurement
- including the largest procurement conference in Poland



WORKSHOPS

- during conferences
- open
- internal



BUSINESS BREAKFASTS

- executive meetings
- relaxed atmosphere
- exchange of best practices



ONLINE KNOWLEDGE BASE

- conference presentations
- whitepapers
- glossary of procurement terms



"I love to be here. (...) We have the opportunity to learn from each other. This is also the reason why every year, I try to come and be part of this amazing event."

Shahriar Tabrizi

CPO



"The conference met my expectations regarding the subject. (...) In addition, the atmosphere is (...) conducive to the conclusion of interesting business knowledge and the exchange of best practices."

Joanna Filich

Head of Direct Purchasing



"I had the opportunity to participate in two editions of the workshops in 2017 and 2018. Both were prepared at the highest substantive level. I highly recommend it!"

Dorota Obojska

CPO

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