

Development of Sourcing Strategy

Optimizing return on investment during the build-phase

[Home](#) > [Services](#) > [Greenfield/Brownfield Investments and Market Entries in Germany](#) > [Development of Sourcing Strategy](#)

Optimizing return on investment during the build-phase involves effectively managing costs and ensuring timely completion of tasks.

Your key questions, challenges and objectives



- From where should the demand of the new location be managed and be sourced?
- Which share of the demand can be covered locally?
- How can you find the best new suppliers?
- Is there a way to control your plans for the ramp-up of production supply successfully?
- Are there possibilities to relieve your procurement resources during the initial phase?

How we support



- Guided decision if local content of supply for production or administration is beneficial
- Selection of procurement categories with corresponding category strategies for local content
- Scouting, contracting and qualification of best-fit local suppliers
- KPIs for controlled ramp-up of new content with task-force support when required
- Supplier scouting for investment demand during installation of new location
- Managed services offerings to relieve local or HQ procurement resources



Julia Kristin Ruf

Partner, Performance & Strategy,
Enterprise Performance
KPMG AG
Wirtschaftsprüfungsgesellschaft
+49 711 9060-41039

[Email](#)

[Submit RfP](#)

Examples of relevant credentials

Pre-phase - Site selection and state subsidies

Pre-phase - Other

Build phase - Core business

Build phase - Support processes

Target Operation Model for New Branch
Definition and design of the complete target operation model for the subsidiary of an energy company

2023

Design of New Procurement Organization
Design of a new procurement organization including strategy and structure for the merger of two IT-services providers

2019

New Entry Market Strategy
Definition of the local procurement strategy for an industrial services company to enter a new market

2021