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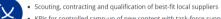
Optimizing return on investment during the build-phase involves effectively managing costs and ensuring

#### 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
- $\bullet \ \ {\sf Selection} \ \ {\sf of} \ procurement \ {\sf categories} \ \ {\sf with} \ \ {\sf corresponding} \ {\sf category} \ \ {\sf strategies} \ \ {\sf for} \ \ {\sf local} \ \ {\sf content}$



- 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



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#### Examples of relevant credentials



## Target Operation Model for New Branch

Definition and design of the complete target operation model for the subsidiary of an energy company

2023

### KPMG

## Design of New Procurement Organization

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

2019

## KPMG

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

2021

