

## Sustainable Cost Reduction

**'We really did not know what to expect from Vendigital, but were delighted with not only the level of savings achieved and new suppliers identified, but also the high standard of communication levels and expert co-operation.'**

Mathijs Verlaek  
Bredel Hose Pumps BV

Bredel's 750k spend on housings, rotors and covers for their hose pumps was mainly focused within Holland and Germany. Their requirement was to cast the net wider to find more cost effective suppliers, but they were also realistic about their lack of resources to do this rigorously. They therefore approached Vendigital, who also manage cost saving projects for their parent company Watson Marlow, to act on their behalf.

**"...we not only have achieved significant cost reductions but have also increased our supplier base and knowledge of the systems needed to hold online auctions."**

Vendigital's multilingual team of supplier sourcing specialists contacted over 800 potential suppliers in order to identify the very best suppliers for Bredel. This extensive research was followed by a tender making full use of Vendigital's RFQ and online auction capabilities. The best suppliers identified in this way were then visited by Vendigital with Bredel's team.

Vendigital's experienced Project Manager then worked with Bredel until the patterns were made and production parts received from the chosen Turkish supplier, ensuring that the identified savings became a reality.

**Mathijs Verlaek added: 'Without Vendigital we would not have had the time to source new suppliers, nor the capacity to organise an online action. All told they did a super job. Through our dealings with them, we not only have achieved significant cost reductions but have also increased our supplier base and knowledge of the systems needed to hold online auctions. We would have no reservations about working again with Vendigital and recommending their skills and talents to other companies'**



Title: **Sustainable Cost Reduction**

Company: **Bredel Hose Pumps BV**

Main Business: **Hose Pump Manufacturer**

Value: **19% Cost Reduction on Castings**

Main Benefit: **New & Improved Suppliers**



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