



## Market price confidence

“The total spend was around €660K across 18 part numbers. Without Vendigital’s experience it is unlikely that we would have achieved the 30% savings that we did since we did not have the resource with experience of these parts to throw at the project.”

Uwe Koschany  
Project Manager, Endress + Hauser

Endress+Hauser, leaders in measuring instruments and automation solutions, needed to ensure it was purchasing a range of turned components at global market price. Recognising the complexity and size of the global turned components market and encouraged by the result of a previous project conducted by Vendigital, Endress+Hauser returned to enlist Vendigital’s assistance.

Vendigital has extensive experience in purchasing turned components gained from hundreds of tenders. The skilled team at Vendigital identified over 850 potential suppliers from around the world that were capable of and interested in Endress+Hauser’s components. A total of 70 suppliers considered the contract in detail via Vendigital’s eRFx platform. The market price was established using an online negotiation delivering the definitive cost of the components.

Uwe continues “**What was also surprising is that the optimum answer was not to simply take all the parts to China. The lowest overall cost came from a range of suppliers including some in Germany and the UK. This is good since we can maintain the benefits of local supply knowing that they are more competitive than even the best Chinese suppliers. This was a great result showing that a comprehensive project was really worth while.**”



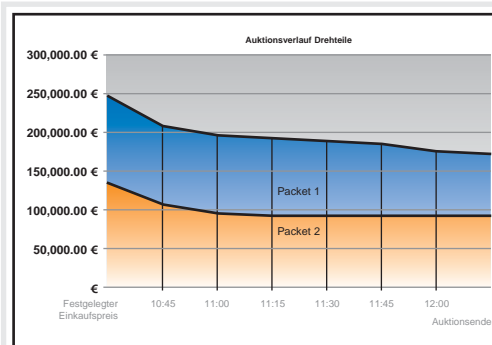
Title: **Global pricing project**

Company: **Endress + Hauser**

Main business: **Instrumentation**

Value: **€660K pa**

Main benefit: **30% saving**



▲ Graph showing results of one of the lots within the auction



“...over 850 suppliers were contacted ... 30% savings were achieved ...”