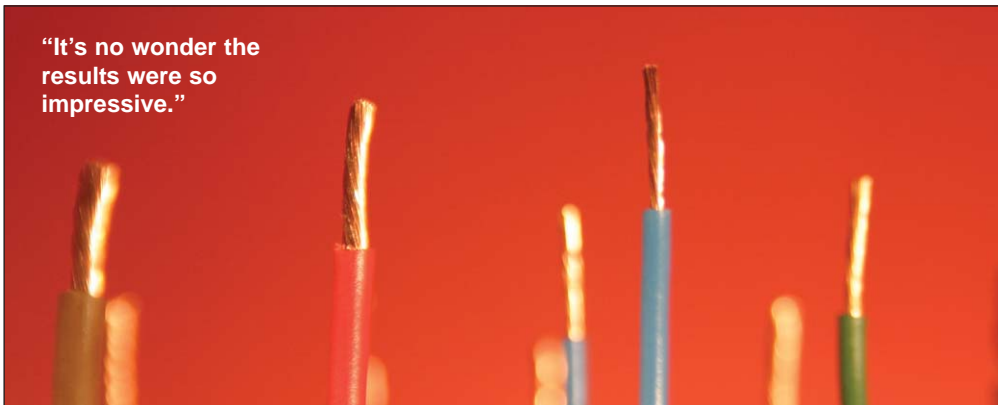


## Collaborative commerce



Vendigital's experience of the wire harnesses and wire markets recently enabled Forschner GmbH, one of Europe's foremost wire harness manufacturers to achieve savings on its purchase of electrical wire.

Going to the electrical cable market with not only Forschner's demand but the demand of two other European wire harness manufacturers, the interest of the best suppliers was assured. The business on offer exceeded €2M, and the buyers involved

in the project achieved cost savings ranging from 4 to 40%.

Mr Schempp, Purchasing Manager, said after the 2 week project:

**"The degree of rigour and the robustness of the processes that were used in this project were much greater than one normally associates with a purchasing exercise. It's no wonder the results were so impressive."**

