

Establishing an Asian Buying / International Purchasing Office

Vendigital offer a comprehensive, turn-key solution for setting up and even managing your local buying office or International Purchasing office (IPO) in Asia. Whether you want an office set-up so that it can be run by your people, or whether you want us to run and manage the office for you, we can help.

We are experienced in the local laws and “ways of working”. We can manage the full end-to-end process, or specific elements of it that you want support with.

If you are looking to invest in Asia, or maybe already are, then we can help ensure you enjoy the most effective solution. The classic scenarios where help can be invaluable are when:

- > You may be struggling to get the best out of your IPO / Buying office. It may not be delivering the returns you expected or the benefits are levelling off and costs are rising. We can bring the discipline / approach / suppliers that you need. Firstly, we ensure you are working with the most competitive suppliers. Then we manage the interaction between the suppliers and your plants by aligning or improving the resources you have to match the capabilities you need. What you need will change over time, so this has to be managed and the resources must evolve to support this.
- > You are looking for that initial foothold in Asia, we can support that in a cost effective way to get you up and running. Longer term that may lead to your own office or us remaining as your outsourced partner.

Key Benefits

- > Western / Asian mix giving clarity of communications so you actually get what you expected
- > Years of on the ground experience so we can get you up to speed fast
- > Deep understanding of how to execute the whole process from local set-up to ongoing management in the appropriate location
- > We understand the legal requirements and the local interpretation
- > We can access to the entire supply market so you benefit from the best suppliers most suited to your needs.
- > Our procurement heritage and tools ensure best pricing and optimised total costs
- > This is our focus, so we are very good at it and ensure that you enjoy the ever-increasing benefits

