

Secure and Low Cost Supply from Asia for Aerospace SME's

In the Aerospace sector there is relentless pressure to reduce costs and execute low-cost manufacturing strategies. The cost benefits of doing so are clear, whether sourcing components to complement the existing range, or outsourcing an element of current production. The opportunity is for Western SME's to maintain the technical and operational interface with their Western customers, giving them the service they demand, but with access to reliable low-cost product supply to secure profitable business.

For SME manufacturers, the investment cost and risks associated with setting up sustainable supply relationships or manufacturing facilities in Asia or other low cost regions is often prohibitive. Likewise, the attention and experience required to maintain Asian supply sources as reliable and cost-effective over the longer term is intensive and difficult to achieve without a local presence.

Vendigital has an established presence in Asia (Hong Kong and Shenzhen, China) and we are active in the key regional Aerospace hubs such as Singapore. We are ideally positioned to act as an aggregated strategic partner for UK Aerospace SME's. In so doing, we are able to amortise our costs across a number of clients, therefore making the concept of a robust Asian supply network viable for the SME market. Our strong manufacturing heritage and sector expertise means we understand the industry requirements and the importance of quality and robust supply channels.

Given the volume and variety mix in the Aerospace sector, along with the stringent quality and traceability requirements it is important to be clear on which products are suitable for low-cost sourcing and which are not. Vendigital can help analyse and assess this to scope the opportunity and help develop the business plan to validate any decision.

Partnering with Vendigital allows you to enjoy the benefits of working with a highly experienced, Western sourcing organisation, with all the cost benefits of the low-cost suppliers.

- > We headhunt the best suppliers
- > We negotiate the best prices and total cost
- > We audit and ensure supplier qualification
- > We transition your product, managing tooling/ samples/ approvals
- > We provide a commercial and technical interface
- > We manage and work with the supplier in a proactive way
- > We can work with your teams locally to ensure you are maximising the benefits and the communication with Asia is clear

Unlike an agent, we are not biased towards a small supply pool, we identify the most appropriate suppliers in the market and work with them.

Key Benefits

- > The advantages of the Asian cost base but without the hassle
- > Proactive style to ensure ongoing cost and quality management
- > A robust commercial and technical interface and ensure ongoing cost and quality management
- > Flexible commercial models to suit
- > Shared costs and we hit the ground running

