

Raw materials and semi-finished goods

What We Do

In line with the requirements and specifications given by our customers, we aim to reduce the purchasing cost of raw materials & semi-finished goods.

Our work allows us to act on the main market national and international players, leveraging on:

- Knowledge and constant monitoring of price
- Volumes Aggregation
- Large supplier base with extended opportunity to meet the specific needs of our customers
- Proven experience of our buyers
- Strong predictive capabilities and negotiation power
- Continuous updating on raw materials and semi-finished goods

Our Experience

- Managed hundreds of projects
- Supported over 60 customers including multinational companies in the manufacturing and services industry
- Managed a wide range of national and international suppliers
- Average savings over 4% on raw materials and better performance on semi-finished goods

Our Target

To reduce the cost of raw materials & semi-finished goods.

Thanks to a careful and detailed analysis of expenditure items, VPS can improve the purchasing performance and enable the customer to exploit the best opportunities in the market.

The best performances are the result of:

- Continuous monitoring of raw materials market
- Presence and operation in the market
- Aggregation of volumes
- Careful analysis of historical data to define the right forecast and needs
- Negotiation activity
- Improvement of contracts and commercial conditions

Categories of managed categories

- Steel
- aluminum and copper
- rubber and plastic
- plastic and metal components

Our Approach

- Spend and volume assessment
- Definition of the requirements and specifications
- Negotiation of the supply prices, terms and conditions
- Contract definition
- Calculation of the actual achieved savings
- Continuous search for better opportunities