



Customer Reference Story

→ Situation

General Manager, Comalco Aluminium Limited

→ Critical Issue

Conducting a thorough review of responses to the Request for Quotation (RFQ), highlighting any inconsistencies, differences and opportunities. Recommend a supply sourcing strategy, which will deliver the highest value supply solution.

→ Reason

They **did not have the specialist knowledge and resources**, which would enable them to **thoroughly yet quickly**, determine inconsistencies, differences and opportunities. Furthermore to focus and sequence the negotiations, in a manner which would **deliver the highest value supply solution**.

→ Capability

He said he needed assistance with;

- 1.) Reviewing the responses to the Request for Quotation – highlighting inconsistencies and opportunities.
- 2.) Estimation of the 'cost of supply' based.
- 3.) Recommend a supply sourcing strategy which delivered the highest value solution to Comalco.

→ We Provided

Our **Commercial Negotiations offer** / capability.

→ Result

Term supply was awarded to the dominant global supplier.

The safest solution was employed.

More long term local jobs were created.

More than Ten (10) Million dollars was saved.