

## Strategic Partnership– Direct Material

... Partnership at the same level

... We don't just talk. We implement!



Zum 6. Mal in Folge:





## Mechanical & Plant Engineering



## Special Vehicle Construction



## Automotive



## Run-of-the-mill – Consultant Approach

- **Businesspeople** and often **pure consultants** with no industry experience carry out technical tenders.
- Suppliers receive **inappropriate inquiries** that do not match their own portfolio. => **Lack** of competence **and understanding for manufacturing possibilities**
- Supplier offers are "misused" exclusively for **benchmark purposes. No implementation orientation**
- Decentralized processing. Each project team works for itself **without synergy** use of information and experiences with suppliers  
=> double work for suppliers

**Job Creator (without sales contribution)**

## Kloepfel Industry Partner Approach

- 50 **engineers/manufacturing technologists** and **technical buyers** from industry
- **Preliminary examination** of the supplier's production possibilities and placement of only suitable inquiries with selected suppliers. **Focus on costs instead of prices**
- Implementation-oriented consulting approach incl. **development of new suppliers.** Accompaniment of the release process
- Mechanical engineering team approach with **cross-project processing** so that communication with suppliers can be made more efficient.

**Efficient Match-Maker & Multiplier**



- **Exclusive** strategic partnerships for specific material groups
- Creation of a **database** for each manufacturing technology (material groups)
- **Linking** the customer requirement with the service portfolio of the partners
- Inclusion by Kloepfel **Quick Checklist**



## Master Data



### Unternehmensangaben / Company Information

Firmenname / Company Name\*

Rechtsform / Legal Form\*

Umsatzsteueridentifikationsnummer / VAT Number

Abteilung/Bereich / Department

Gründungsjahr / Founding Year

Straße / Street\*

Postbox / P.O. Box

PLZ / ZIP code\*

Stadt / City\*

Land / Country\*

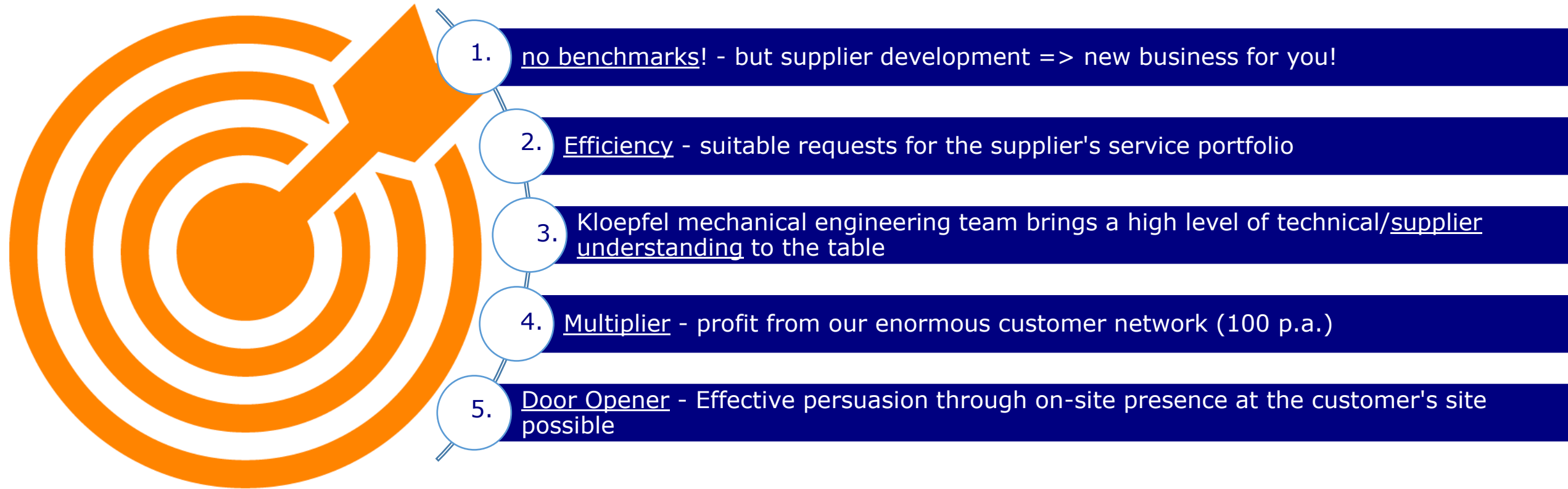
## Service Portfolio

### Fertigungstechnologien / Manufacturing Technologies

- ☒ 1. Formguss / Mould Casting
- ☐ 2. Halbzeuge / Semi-finished products
- ☐ 3. Zuschnitt / Cutting
- ☐ 4. Umformen / Reshaping
- ☐ 5. Schweißtechnik / Welding technology
- ☐ 6. Zerspannung / Machining
- ☐ 7. Verzahnen / Tothing
- ☐ 8. Wärmebehandlung / Heat treatment
- ☐ 9. Oberflächenbehandlung / Surface treatment

#### 1. Formguss / Mould Casting

- ☐ [01] Druckguss / Pressure casting
- ☐ [02] Kokillenguss / Forms casting
- ☐ [03] Feinguss / Investment Casting
- ☐ [04] SiMo-Gusseisen / SiMo cast iron
- ☐ [05] Bainitisches Gusseisen EN 1564 / Austempered ductile EN 1564
- ☐ [06] Sphäroguss EN 1563 / Ductile cast iron EN 1563
- ☐ [07] Temperguss EN 1562 / Malleable cast EN 1562
- ☐ [08] Grauguss EN 1561 / Grey cast iron EN 1561



# Extensive Customer References

>12 years of expertise in purchasing optimization speak in favor for us



***„ When the wind of change blows, some  
people build walls, others build windmills.”  
(ancient Chinese proverb)***

