

Effective Global Sourcing

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Background

- ✓ Have been in Purchasing since 1971
- ✓ Involved in Global Sourcing since 1985
- ✓ Involved in Sourcing from Asia, Europe and South American

Definition

- ✓ Effective
- ✓ Global
- ✓ Sourcing

Goals of Our Discussion

- ✓ Where to get information on Suppliers
- ✓ The *Need* to Confirm
 - Cultural Issues
 - ‘Assumption’ Issues
- ✓ Face to Face or Long Distance

Where to Find Them?

- ✓ Brokers - Customs and 'Buying'
- ✓ Embassy - Economic Development Office
- ✓ Internet - example www.asiansources.com
- ✓ Fellow members NAPM - especially Global Resources Committee

Supplier Info

- ✓ Pictures
- ✓ References - Customers - Freight Brokers - Import Brokers
- ✓ Equipment Listing

Need to Confirm

✓ Cultural '*Traps*'

- Use clear language to state point - no cultural implied.
- Use both verbal and visual to confirm your point.

✓ Assumption '*Traps*'

- Ass u me
- Environment Perspective

Need for Face to Face

- ✓ Confirm Your Assumptions
- ✓ Establish Understanding
- ✓ Demonstrate Commitment and Openness
- ✓ Would You Buy a Car sight unseen?

Opportunity?

- ✓ Confirm Support of Upper Management
- ✓ Confirm Reason for Effort and Expense
- ✓ Select Your Target
- ✓ Research Your Suppliers Potentials
- ✓ Confirm, More Than Once, Everything
- ✓ Go!