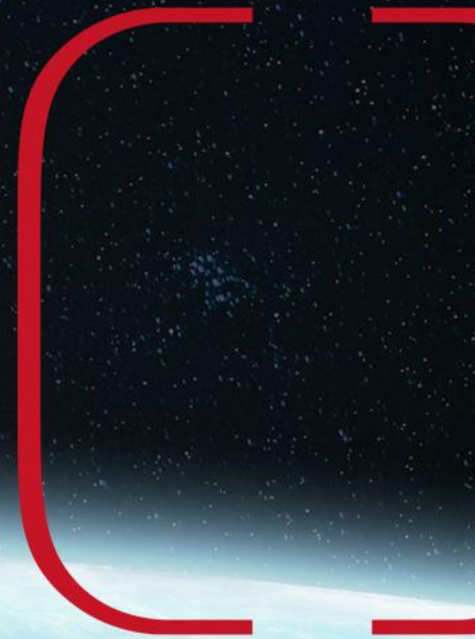


ceprocs™ the system of success

THE REVOLUTIONARY WAY ...



CEPROCS™

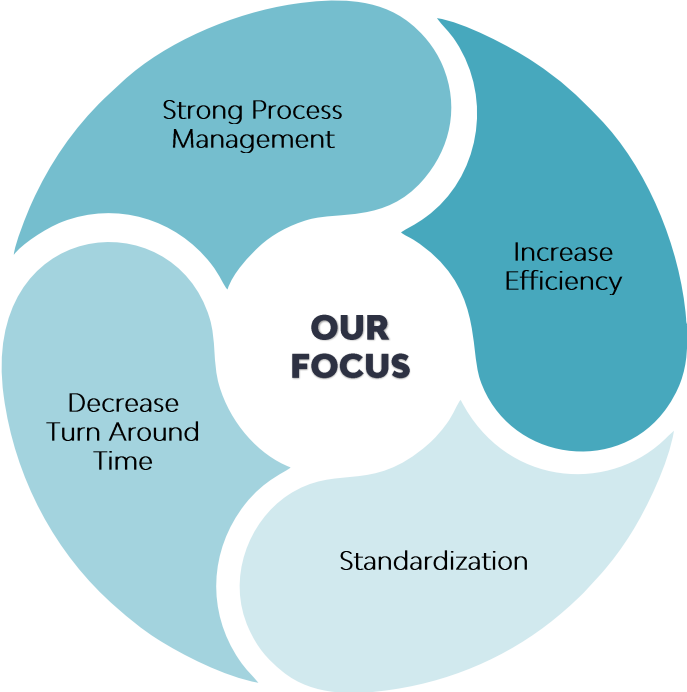
- Was founded on the 25th of October 2010
- Is independent, privately owned and financed
- CEPROCS™ Group has ~ 90 employees

Core Business

- Purchasing
- Coding & Data classification
- Accounting
- Human Resources

We provide

- Best practices from across industries
- High returns on investment
- Increases in organizational productivity, efficiency, effectiveness
- Improved profitability and more efficient processes
- Substantial savings on total costs
- Strong and strategic relationships with suppliers
- State of the art technology



Strategic purchasing

- Strategic supplier selection
- Sourcing of complex projects

Tactical purchasing

- Handling the daily business
- Transactional business (Low Value)



Direct purchasing

- All parts along with the finished product for the customers

Indirect purchasing

- All parts and services necessary for the product manufacturing

CEPROCS™ Solutions Portfolio

TACTICAL BUYING	PURCHASE TO PAY	SUPPORT PROCESSES	SPEND ANALYTICS	STRATEGIC SOURCING & CATEGORY MANAGEMENT SUPPORT	CODING & DATA CLASSIFICATION
<ul style="list-style-type: none"> • Tail Spend Management <ul style="list-style-type: none"> ▪ Gather requests / requirements ▪ Bid (RFx) management ▪ Supplier selection ▪ Supplier negotiation • Supplier Performance Management 	<ul style="list-style-type: none"> • Requisition and PO Processing • Open Order Management • Accounts Payables • Control/Audit Services <ul style="list-style-type: none"> ▪ Policy Compliance ▪ Contract Compliance 	<ul style="list-style-type: none"> • Supplier Onboarding • Catalogue Management • Contract Management • Master Data Management <ul style="list-style-type: none"> ▪ Vendor Master ▪ Item Master 	<ul style="list-style-type: none"> • Spend Data Management • Spend reporting and Analysis • Opportunity Identification and Validation 	<ul style="list-style-type: none"> • Define Requirements • Market Intelligence / Market Assessment • Develop Supplier Profiles • Develop Sourcing Strategy • Bid Management • Negotiations • Supplier Implementation 	<ul style="list-style-type: none"> • Standardization of indirect materials • Smart codification system - speaking number • Data classification according to UNSPSC and eCl@ss international standards • Material coding

Procurement Transformation through: Outsourcing, Consulting and Technology

CEPROCS™ Group presence and locations served



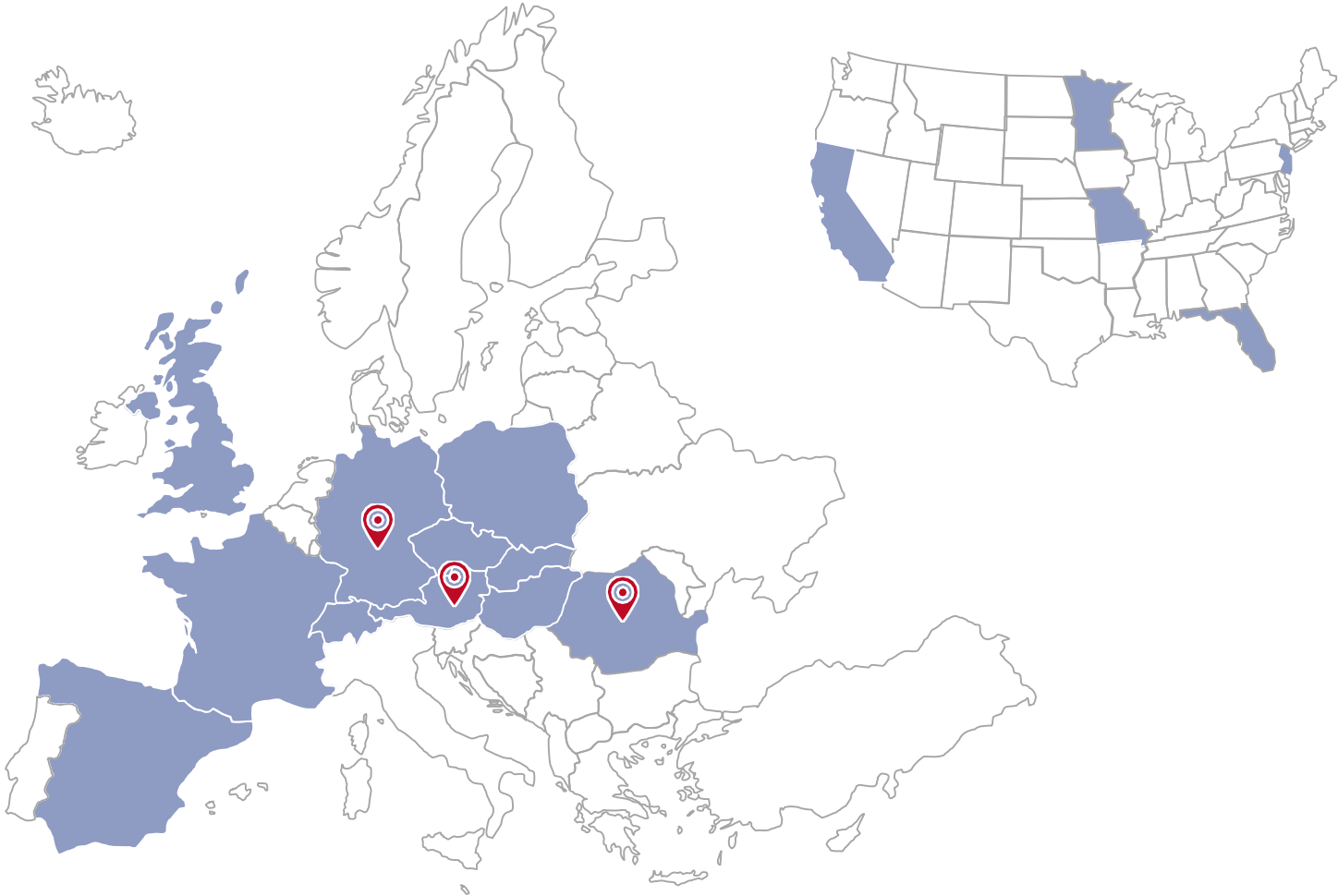
CEPROCS™ offices :

- München, DE
- Vienna, AT
- Sibiu, RO

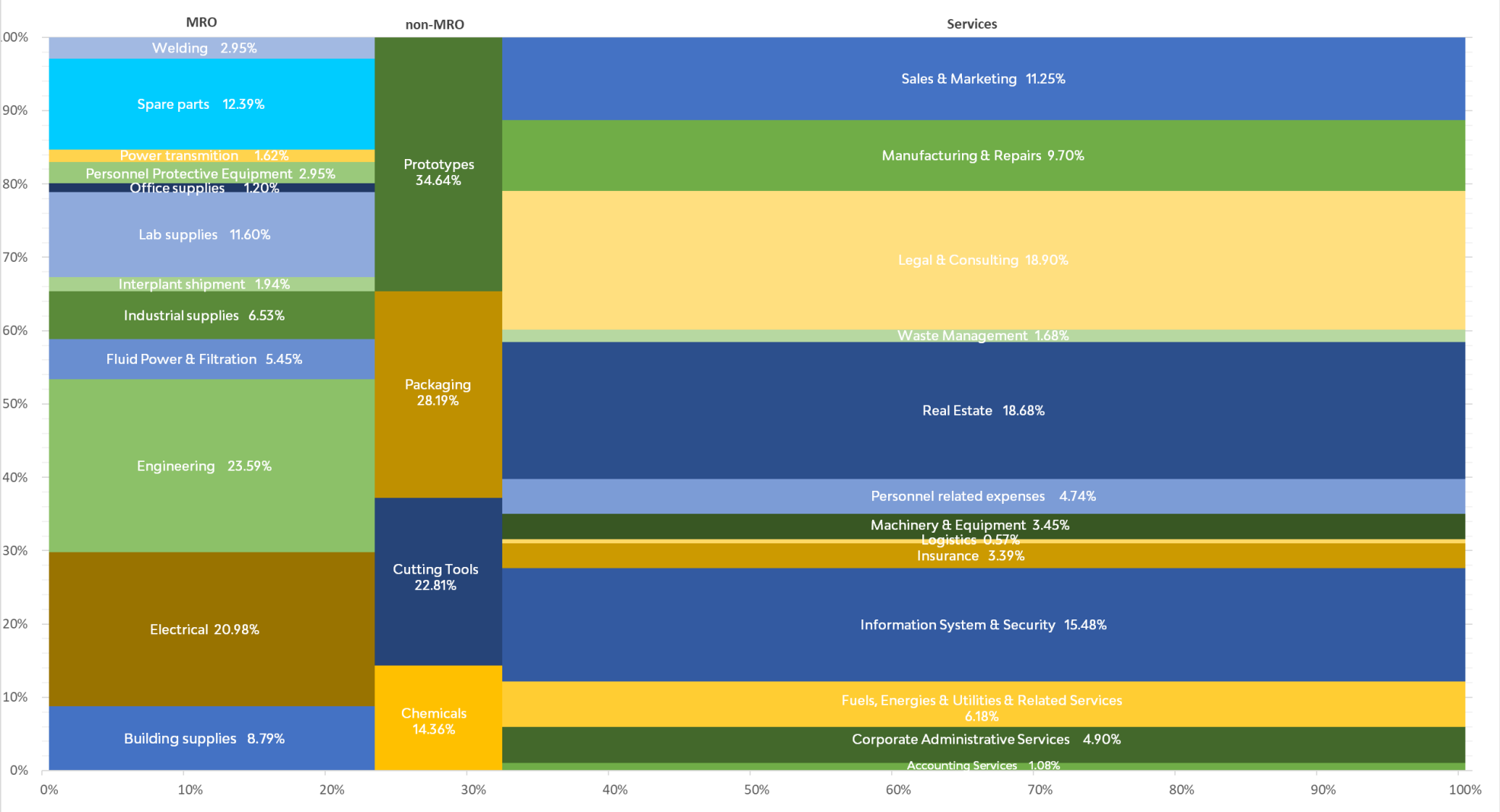


Served countries :

- United Kingdom
- Spain
- France
- Switzerland
- Germany
- USA
- Austria
- Poland
- Hungary
- Czech Rep.
- Romania

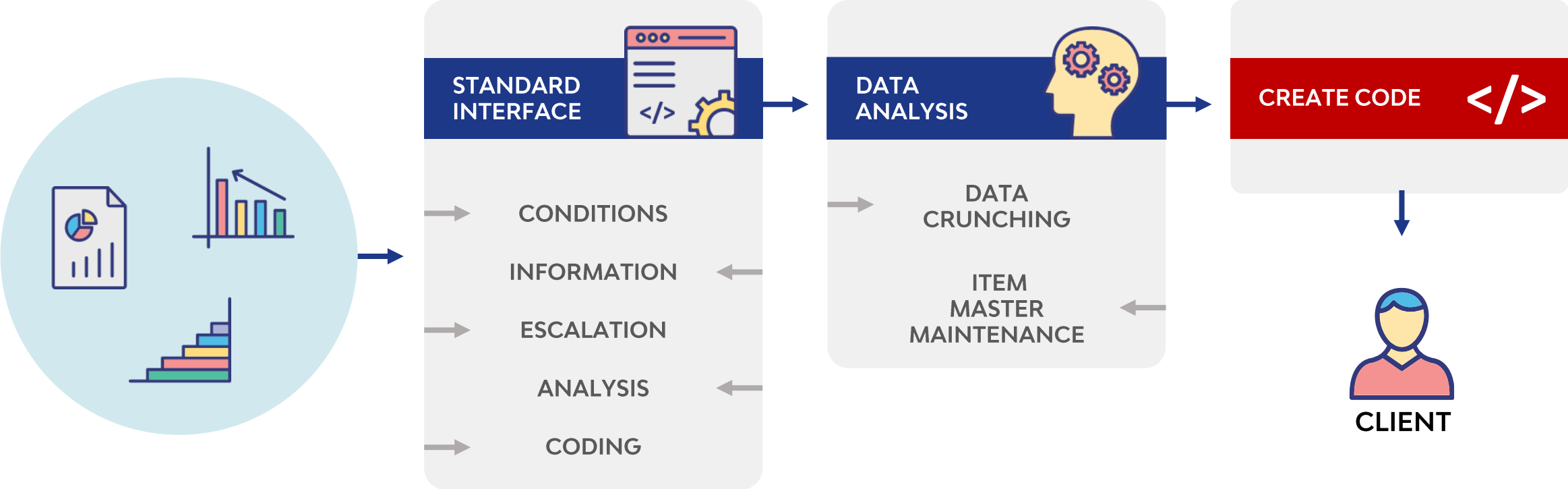


The managed spend by commodity



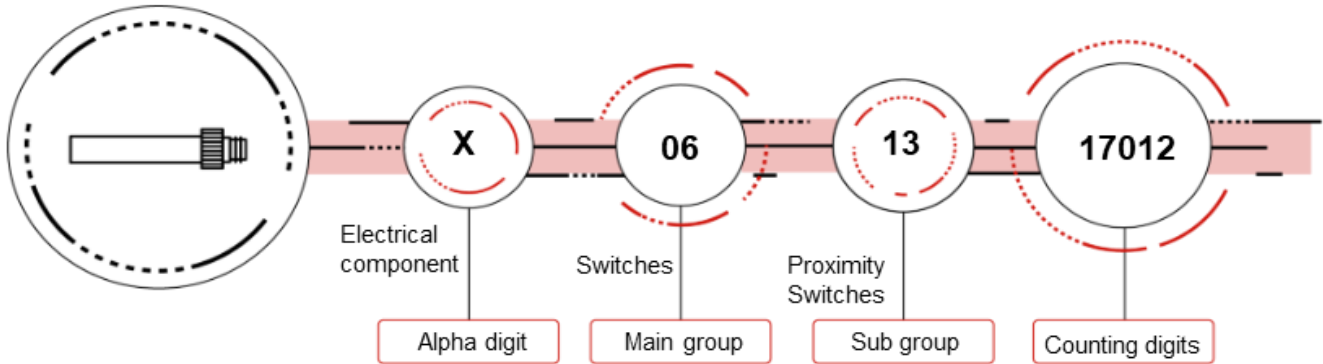
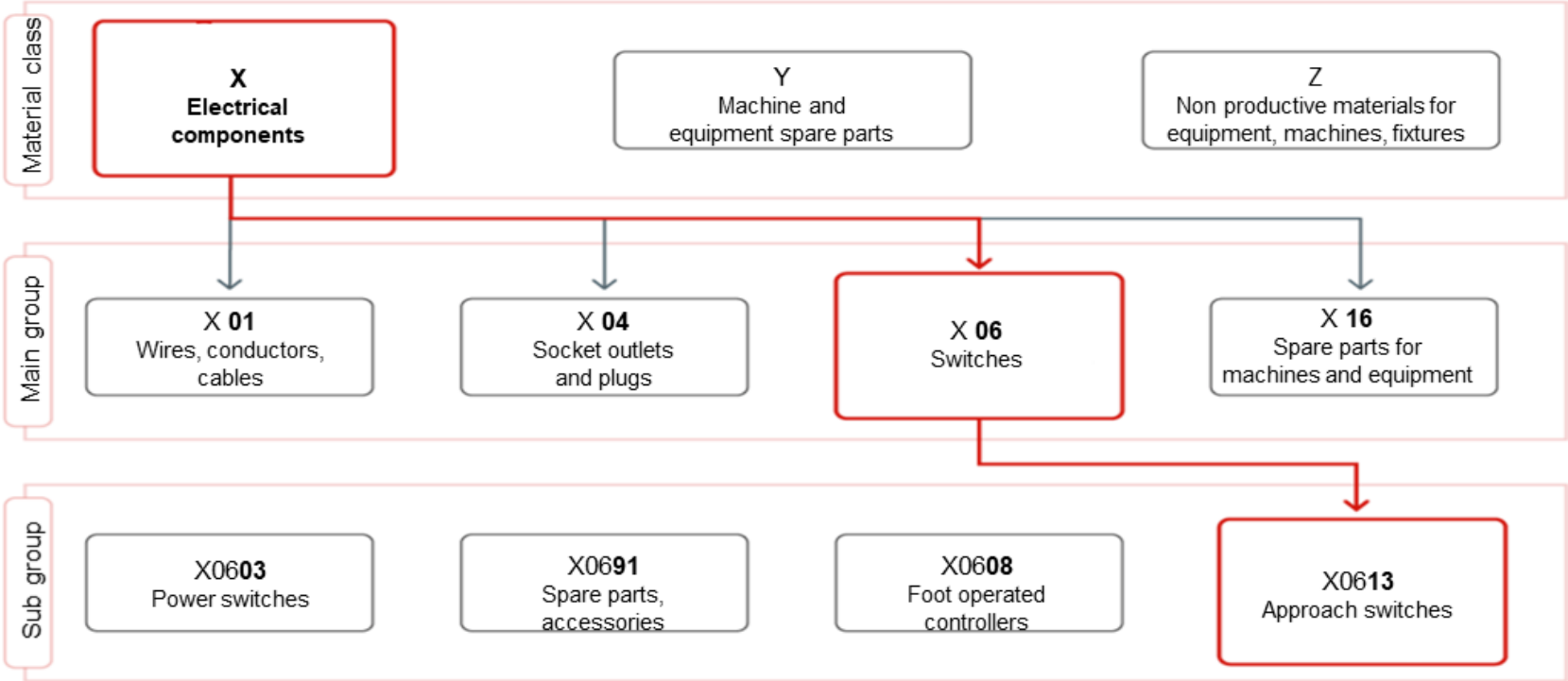
Item Master Process

- Coding process is performed by engineers with technical education
- Items might be also classified according to UNSPSC and eCl@ss international standards



“The System of succes: most modern process management”

Item Master Coding



The System of Success: Individual dialog instead of anonymous communication

- Agreed models are taken over in the Know-how Center as individual projects or as total purchasing
- Our employees speak all important European languages
- The unique CEPROCS™ approach:
 - we provide our clients with decisive advantages through individual dialog between our experts and the suppliers (no anonymous supplier correspondence)

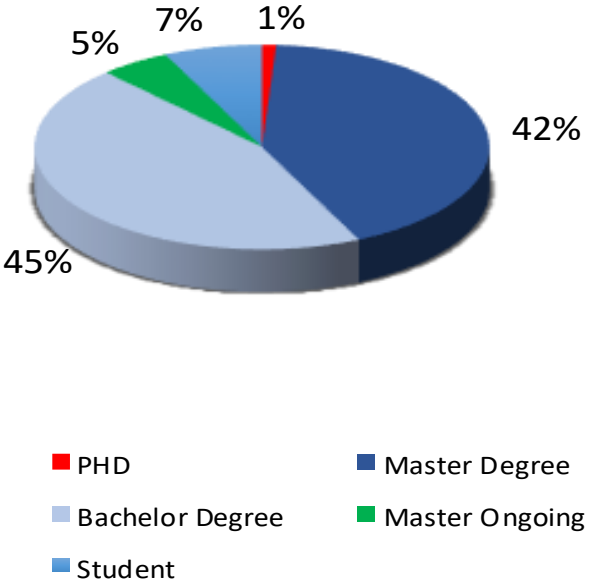
"Our employees speak various foreign languages. This makes us extremely powerful!"



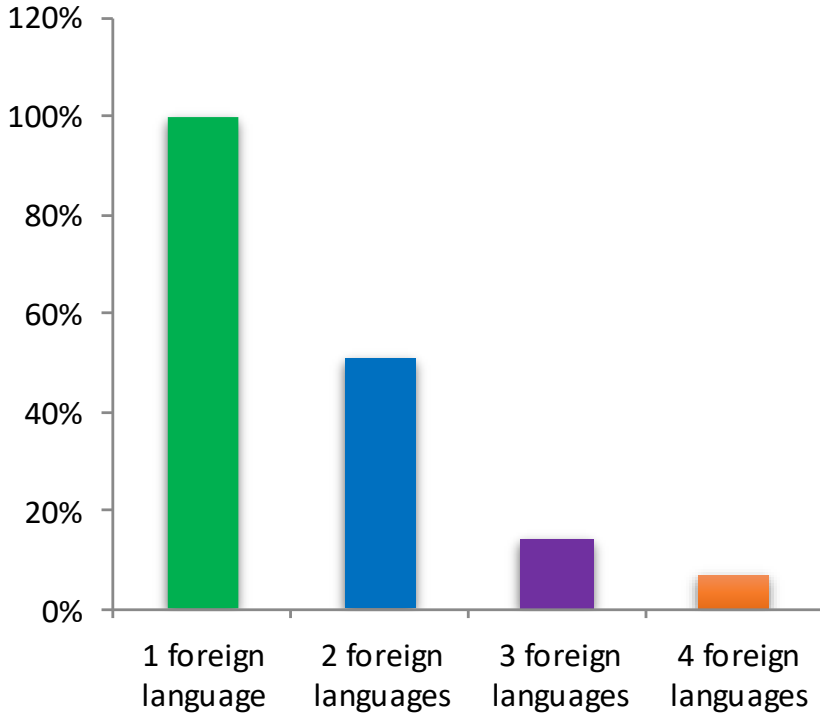
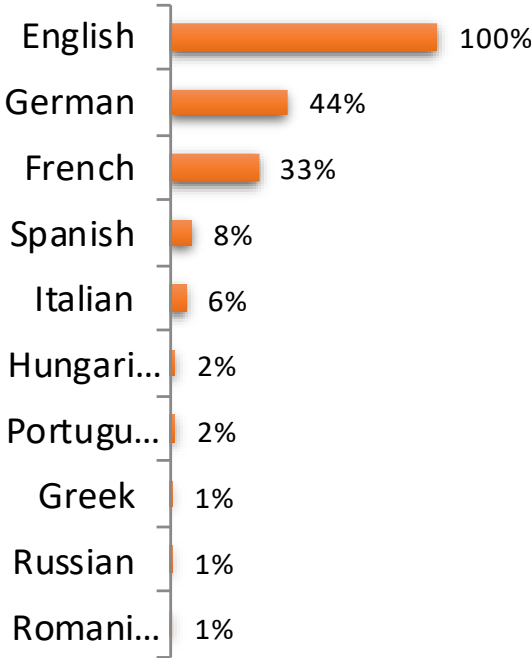
Our employees

- Our highly-motivated employees do business in almost all European languages and even more

1. Education



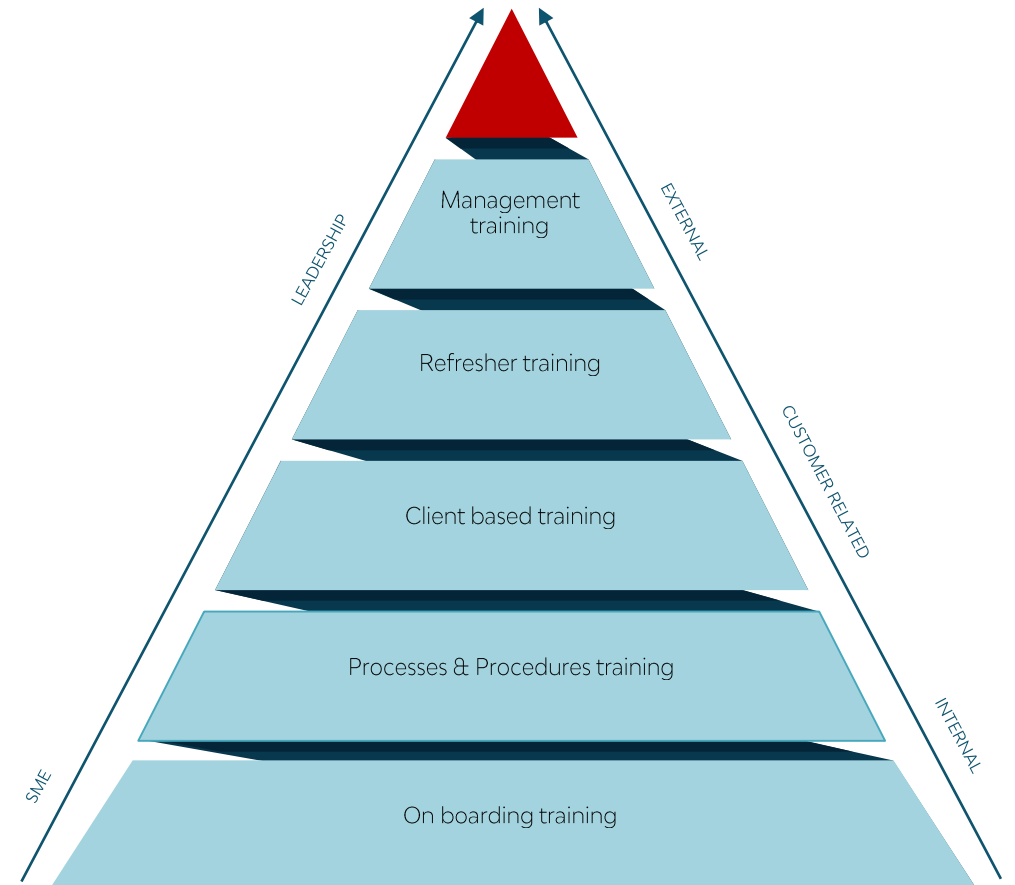
2. Languages



Our CEPROCS™ Academy

CEPROCS™ Employees – Our Highest Value

- Ongoing training within the company's own "CEPROCS™ Academy"
- We offer mentoring for all new employees through a multistage training schedule
- Customized workshops and assessments in respect of
 - Benchmarking
 - Negotiations techniques
- Visits to suppliers get our buyers closer to the heart of the matter
- Participation in studies, competitions and trade fair attendance





The System of Success: Most modern Process Management – Our IT is more than “State of the Art”

- The most efficient processing due to modern management tools (analyses, RFQ, etc.)
- Ongoing success monitoring with the aid of highly developed CEPROCS™ - reporting and analytics tools
- Less processing times, best conditions, optimal costs achievement and warehouse optimization
- All results, data and reports are the outcome of our customer focus

“ The basis for our actions is an innovative, modern process management.”

The Use of Most Modern Reporting and Analysing Tools

- CEPROCS™ is an innovative and high performing company investing significantly in IT
 - Sophisticated IT-Solutions tailored for our Purchasing operations
 - To have lean and efficient processes
 - To achieve reasonable cost and performance
 - We adapt the SW on clients need

"The basis for our actions is an innovative, modern process management."





CEPROCS™ – Systematically to Success

- Our model is proven since 1998
- We have extensive expertise with respect to the requirements of production plants
- As a nearshore operation we
 - Are close to our customers
 - Use smart tools to help our clients reduce their cost
 - React very quick and reduce the complexity of procedures and processes
 - Optimize cost and support the evolution of the business
 - Efficiently mitigate business risks
 - Offer an excellent price/performance ratio

“The future of procurement is customized purchasing management provided by experts.”



Awards:

- 2012, 2013, 2014, 2015, 2016, 2017, 2018: 1st Price in the Performance Top for local medium enterprises
- 2013, 2016, 2017: 2nd Price in the Performance Top for national medium enterprises in other business support service activities

Certificates

- Certified according ISO 9001:2015 and ISO 14001:2015



Thank you!

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