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## Procurement

### Background:

Our customer, a medium-sized enterprises in the plant construction is a supplier for an electrical appliance, built specifically for this client, failed. A second source of supply did not exist. The development and thus also the entire documentation were at the supplier from which you could not have any more information after the failure.

### Our suggestion:

Start a reengineering process based on a reference pattern and at the same time a revision of the requirement profile for the product. Parallel to this we started the kick off to search for a suitable supplier in Europe, China and Southeast Asia.

### The implementation:

Technical development of a new long-life electrical appliance (with the required warranty of min. 10 years).

Parallel selection of 2 supplier on the basis of a comprehensive screening. Production of a prototype with a manufacturer and subsequently quality and production technology optimization.

Then build a pilot series, the extensive tests were subjected to the customer, the manufacturer and an independent tester.

Implementation of the quality management system which was required by the client and production of a 5-digit number per year.

### Additional services of abaco:

Completion of the entire logistics from the factory in China to the customer's warehouse.

Bridge financing between customers and manufacturers to lower financial risks that can not be estimated by the customer.

Protection by a globally valid insurance