



**Klako Group**

Beijing Hong Kong Shanghai Shenzhen

## Procurement Optimization

A flourishing company specialized in promotional articles grew rapidly through the acquisition of major client contracts. Faced with already existing quality and pricing issues with suppliers, the company had a new challenge with a wider range of products and needed to not only add reliable sources, but also optimize their purchasing strategy.

The customer approached Klako to find a cost effective solution, and also to ensure the company would have a team on the ground to execute their needs effectively.

- Klako integrated a team of experienced merchandisers in the required product groups into their existing infrastructure, in order for the customer to benefit from an immediate skilled team in close proximity and same time zone as the suppliers in China.
- The team successfully identified low cost suppliers
- In addition, they used Klako's quality assurance inspectors who are based in a wide variety of locations in China, to ensure quality was still preserved to the standards needed.
- The new product development and sampling procedure saved crucial time in order to achieve deadlines set by the customers.

The new structure enabled the company to save time, cost and at the same time ensured quality.

For further information, please contact our director, Mr. Sven Koehler, in our Hong Kong office

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