



XC TRADING SINGAPORE PTE LTD

your procurement solutions provider in Asia

Connecting your business to Asia

XC Trading Singapore Pte. Ltd. is a sourcing and procurement solutions provider for finished products, parts and assemblies throughout the Asia region.

XC is focused on reducing costs, improving quality and creating value for our customers. From initial market research to sourcing and quality control, our multilingual experts and strategic management style can deliver cost savings and business results.

Headquartered in Singapore, XC operates procurement offices in Malaysia, Hong Kong, China, Japan, Korea and India through its affiliates. Each office is staffed with experts who not only have an in-depth understanding of the markets they operate in, but also an outstanding grasp of the local language and culture. This puts XC at an advantage which truly sets us apart from other companies.

Our Vision

To create value and a competitive advantage for our customers through our expertise by providing the most reliable and customised solutions in strategic sourcing.



XC Trading Singapore Pte Ltd

XC is a trusted one-stop procurement solution, providing customers a convenient gateway to the Asia region

XC provides a full suite of material sourcing solutions, offering end-to-end procurement solutions which include negotiation of competitive prices with suppliers and the provision of invaluable technical and regional support.

Among its portfolio, XC Singapore manages a \$1 billion purchasing contract for its parent company, Xerox Corporation which has resulted in cost savings for the document giant of around 30%. International companies looking to expand procurement into Asia can utilise XC to complement their existing procurement operations and benefit from XC's existing connections and experience with over 200 suppliers in the region.

Your gateway to **Asia**

With offices strategically placed throughout the continent with the fastest growing economy, XC is without a doubt your gateway to Asia. Why set up new offices or send purchasing teams halfway around the world when XC is already here?

We speak the language

Doing business in Asian countries requires a sensitivity of each local culture and a knowledge of the language. We already possess these valuable negotiation advantages. As such, we can negotiate on your behalf because we have an in-depth understanding of the culture of the countries we do business in. This puts us in a strong position to secure you great opportunities throughout the region.

Benefit from our experience

We manage \$1 billion worth of purchasing contracts for Xerox Corporation. The contracts entail supplier base management of over 200 vendors that supply a wide range of commodities in the electronics, plastic and metal industries. It is reassuring to know that you can reduce your costs, without compromising quality.

Flexible to suit your needs

You can take advantage of as many or as few of our solutions as you need. We can offer any one of our procurement solutions or be your single source for the full end-to-end package. We will provide you with our full support to help make your business a success in Asia.

Competitive Pricing

Our existing stable relationships with quality suppliers are key to success. The combination of our people, our cost estimating tools, experience, and market knowledge helps us seek the most cost effective price. By being your source in Asia, we aim to save you operational costs and reduce your supply costs.

Prompt Response

Why waste precious time and resources setting up offices in the region? With our infrastructure already established, you won't have to wait to start procuring materials throughout Asia. Simply give us a call and we can start working for you now.

Strategic Assessment

XC begins its process by analysing your company's spend portfolio. By analysing your product part-by-part, our product cost engineering team is able to generate a benchmark cost. This value represents a target that an efficient, lean manufacturer should be able to deliver. By setting the cost engineering estimate as our target cost and consulting commodity indices, we are able to identify the cost savings opportunity for your company.

Strategic Sourcing

Our Approach

XC's cost down methodology simplifies sourcing for our customers. From analysing spend to managing suppliers, our strategy can offer you numerous benefits and opportunities.



Key Business Drivers

- Cost reduction
- Enhance operational efficiency
- Focus on core competencies
- Capitalise on low cost sourcing opportunities for spend aggregation
- Improve procurement infrastructure without financing investments
- Improve financial performance and stakeholder value
- Achieve competitive advantage
- Business transformation

Phase

1

2

3

Method

Strategic Assessment

Strategic Sourcing

Supplier Base Management Strategy

Key Activities

- Analyse spend portfolio
- Analyse supply markets
- Set product cost estimates
- Identify cost savings potential
- Develop business case
- Define implementation plan

- Identify and shortlist Suppliers
- Prepare RFQ's
- Conduct supplier due diligence
- Manage tender and negotiation
- Propose a supplier award

- Track supplier performance
- Manage quality
- Track ROI
- Manage continuous innovation
- Design process improvements
- Source new opportunities

Deliverables

- Potential savings estimated
- Detailed business plan
- Detailed action plan

- Final supplier selected
- RFQ finalised
- Pricing & quality finalised

- Supplier KPI's
- Realisation through quality and cost
- Client satisfaction through continuous supplier involvement

SUCCESS STORIES

Rosti, a wholly owned subsidiary of the Danish A.P. Moller – Maersk Group, is a global company active in the development, production and sale of a wide range of high-quality plastic-based parts. The company has a staff strength of 2,000 located at 15 sites in ten countries across three continents.

Project 1 : Electronic Sourcing

XC Singapore provided Rosti with a worldwide benchmark target for electronic board manufacturing. These estimates, produced for 10 PWBA assemblies through product cost engineering, allowed XC to identify a cost opportunity of 40% equating to \$592,000 annually.

Through benchmarking these cost targets and adapting XC's cost reduction methodology, Rosti has already managed to close \$300,000 of that gap with their existing supplier base. Rosti is currently engaged with XC Singapore to pursue complete closure on the balance.

Project 2 : Mechanical Sourcing

Rosti asked XC to produce a product cost engineering estimate to provide a worldwide benchmark target for manufacturing a shaft at the most cost-effective price possible. XC produced this estimate and identified a cost opportunity of \$72,250 annually on the shaft. XC then sought a quote within our strategic supplier base and immediately identified they could close \$65,250 of the gap.

These projects show the capabilities of our product cost estimating resources and the effectiveness of our negotiation skills. The efficiency of our database is fundamental to our negotiation and cost down methodology. In addition, our strategic supplier bases that deliver parts generally within 10% of the worldwide benchmark are essential to our success.

XC Trading Singapore Pte Ltd

80 Anson Road
#27-02 Fuji Xerox Towers
Singapore 079907

Tel (65) 6506 6047

Fax (65) 6339 5610

Email xc.procurement.solutions@xerox.com