

# Procurement - Advantage



**In the prevailing business environment, all parts of the value chain have to pay an even greater emphasis than ever before, to reduce costs in a 'cost-responsible' way. ATH Praezis' customers, also, continue to focus sharply on finding new, 'cost-responsible' ways to respond to this challenge and Win!**

Owing to the global competitive environment, and the larger economic pressures, the ultimate user places exacting demands in terms of price and quality of services, projects, and products.

Many customers face the challenge of having to put greater resources and expertise, in times they can ill-afford to, for imaginative and intelligent procurement for Competitive Advantage. ATH-Praezis stands shoulder-to-shoulder with its customers, providing services for all aspects of purchasing, by making available quality experts and appropriate resources at an economic cost.

For a wide range of business sectors, ATH-Praezis services cover procurement in a project environment as well as in an operating environment. As the customer plans, aligns and undertakes its procurement, ATH Praezis expertise and resources can lower the costs of such endeavor.

ATH-Praezis' tailored, most-economical, services commensurate with the nature of business has the objective of meeting customer's business goals, saving both time and money. Such strengthened attention to vendor selection, preparation and handling of RFQs, techno-commercial evaluations, negotiations, post award communication & management, pre-qualification management, preparation of tender documents / material requisitions, technical and commercial evaluation of bids, clarifications & negotiations, preparation of contract documents, and expediting, reporting, will guarantee best results. ATH Praezis can also help customer run a cost-effective procurement set-up for subcontracting.

ATH-Praezis can also help customers capture and retain 'lessons-learnt' and manage customer's data-repository for Commercial Advantage in the future. Effective SOPs, documentation, price-benchmarking, staff-training, analysis and feedback-loop helps enterprise use its ERPs and manpower effectively.

For more information, please contact your local ATH-Praezis representative or visit:[www.ath-praezis.com](http://www.ath-praezis.com)

## The Praezis Advantage

**Recognized for attention to detail and speed of service, ATH-Praezis balances innovative, responsive solutions with a pragmatic, cost-conscious approach. This client-centred philosophy earns ATH-Praezis customer trust and lasting business relationships.**

ATH-Praezis works with its customers on any size of project - small or large, urgent or planned - meeting client's current and future needs.

Each assignment is led by one of ATH-Praezis hands-on principals and embraced by a carefully selected project team of seasoned professionals. Service 'Building Blocks' already available with ATH-Praezis may be configured, utilized, or completely new solutions structured.

These core teams, carefully selected and resourced, collaborate with customers' staff in order to completely satisfy customers' objectives. Services are provided from a choice of several 'verticals'.

## Get The Praezis Advantage