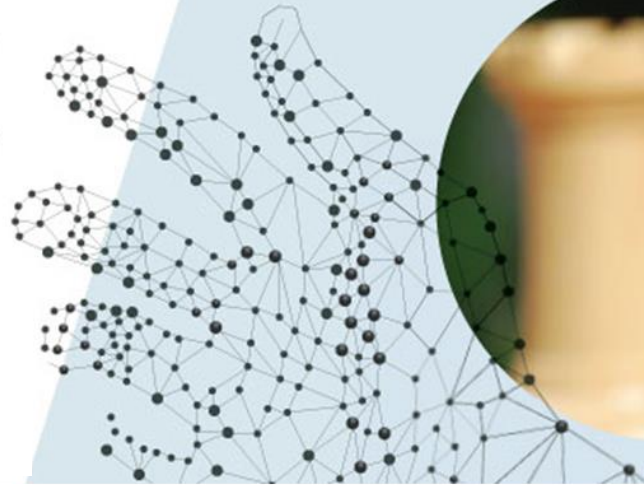




**VALUE
PURCHASING
SOLUTIONS**



***Generating Value
through Sourcing and
Procurement Services***

Value Purchasing Solutions (VPS)

- ❑ VPS - Value Purchasing Solutions - since 2005 provides specialized support to the Management through effective and innovative solutions for Sourcing & Procurement.
- ❑ Differently from other players, VPS is capable of immediately bringing tangible and measurable results, such as Savings on Purchasing Costs and improving efficiency on Procurement Process, partnering with Customers on a value basis.
- ❑ VPS is a Team of Procurement and Supply Chain Professionals, with either an Industrial and/or a Consulting background. All have consolidated skills on Supply Chain Processes, Cost Analysis, Contracts and Negotiations. Each one specializes on specific markets and categories - including raw material, utilities, ICT, MRO, Services - leveraging updated suppliers and prices data bases.
- ❑ VPS offers 3 types of Services:
 - **Management Consulting for SCM**
 - **Cost Saving & Tender Management**
 - **SCM Managed Services**



Our Strengths

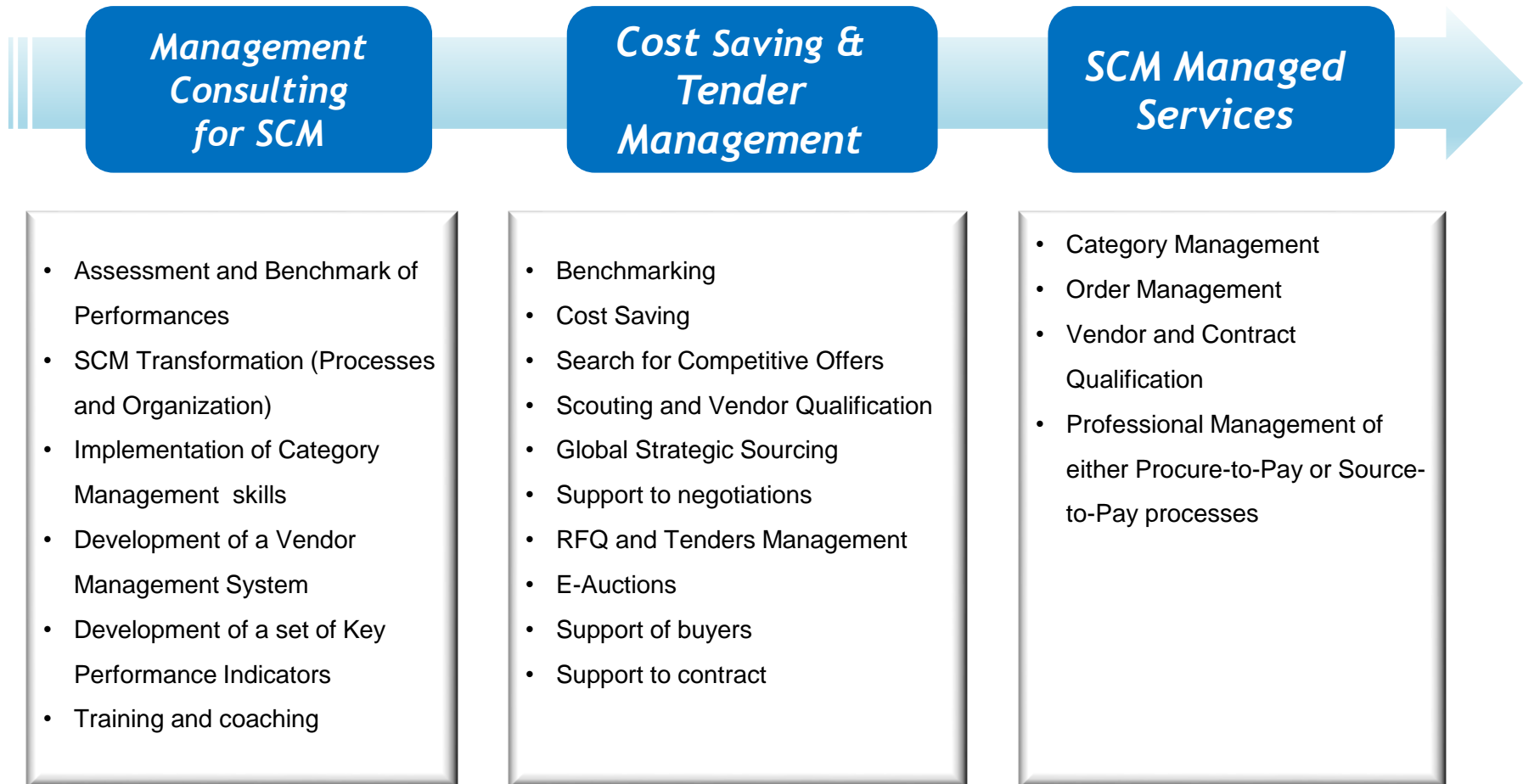
Competence, Specialization, continuous Market Monitoring and Synergies of Scale are the basis of our success

- SCM & Procurement Management
 - Strong Expertise on specific categories and markets
 - Know how on Best Practices
 - Know how on International Contracting
 - Continuous Monitoring on prices and markets
 - Consolidated Network of qualified and pre-selected suppliers
 - International Scouting
 - Benchmarking
 - Database on prices and vendors
 - Volumes aggregation
-
- ✓ **More than 60 Companies are today Customers of VPS**
 - ✓ **In excess of 200 Million EU of managed spend per year**



What we do

Sourcing & Procurement Services on a global basis



Management Consulting and SCM Transformation

ASSESSMENT



- SCM Department Assessment (ABC Analysis, Contract Analysis, FTEs Analysis)

PROCESSI



- Process and Category Management Assessment

ORGANIZZAZIONE



- Support to Process and Organization Evolution (Transformation Plan)

KPI



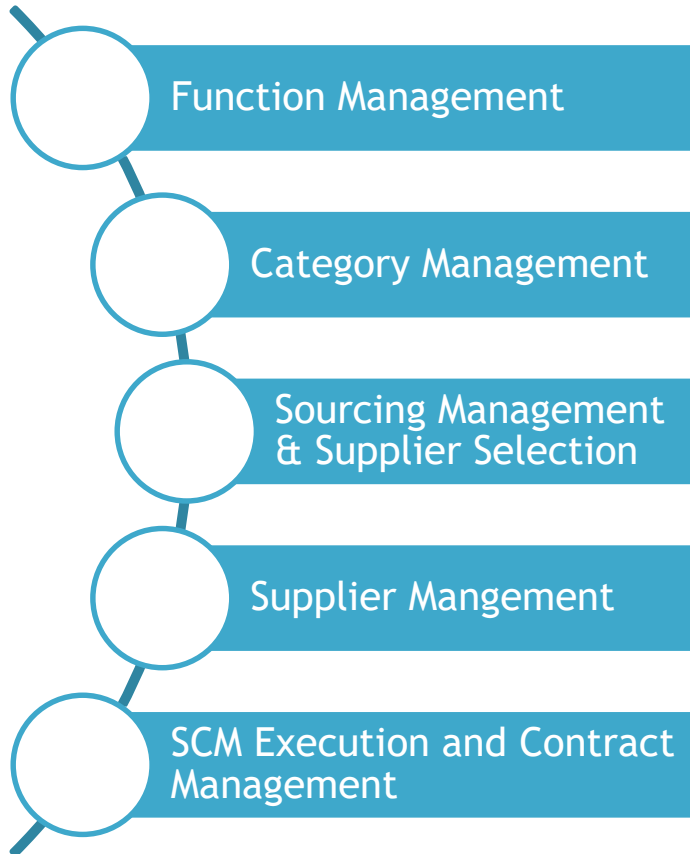
- KPI Definition and Implementation

SISTEMI INFORMATIVI



- Support to Identify the Best Information Systems Solution for SCM

SCM Training and Coaching



- Coaching in function Management
- Category Management Program & Implementation
- Negotiation Training Program
- Supplier Management Training Program
- Contract Management Training Program

Cost Reduction - The Categories we cover

Consolidated expertise on all Categories



Raw Materials: Steel, aluminum, copper, plastic, rubber, semi-finished goods



Utilities: Telecommunication services, Energy, gas, green power solutions



Information Technology (IT): Data Center Services, Personal computers, servers, storage solutions, software development, maintenance services, technology consulting, SW and WEB developments, IT outsourcing, cloud computing solutions

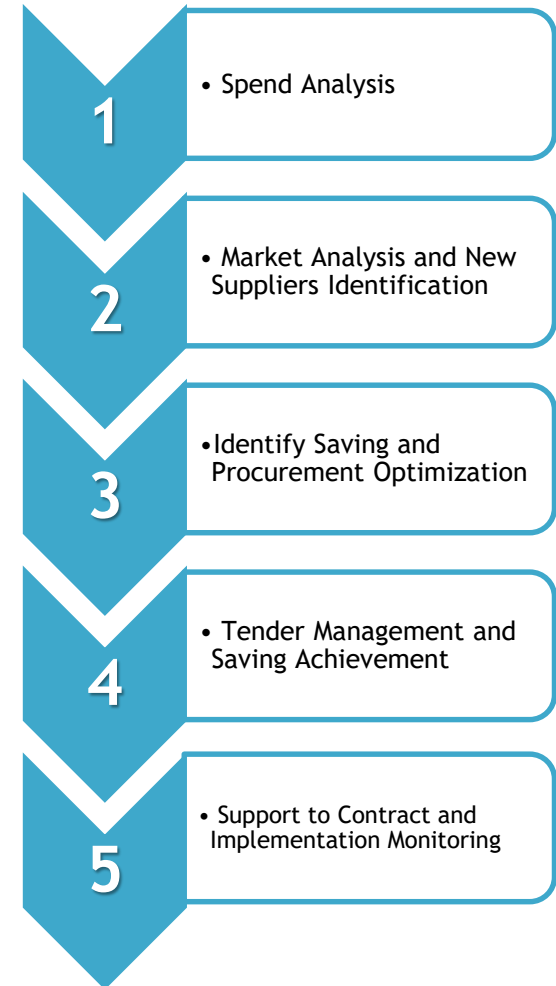


Maintenance, Repair & Operations (MRO): Packaging, personal safety devices, stationery, office consumables, electrical material, cleaning products, tools, lubricants, shopfloor consumables



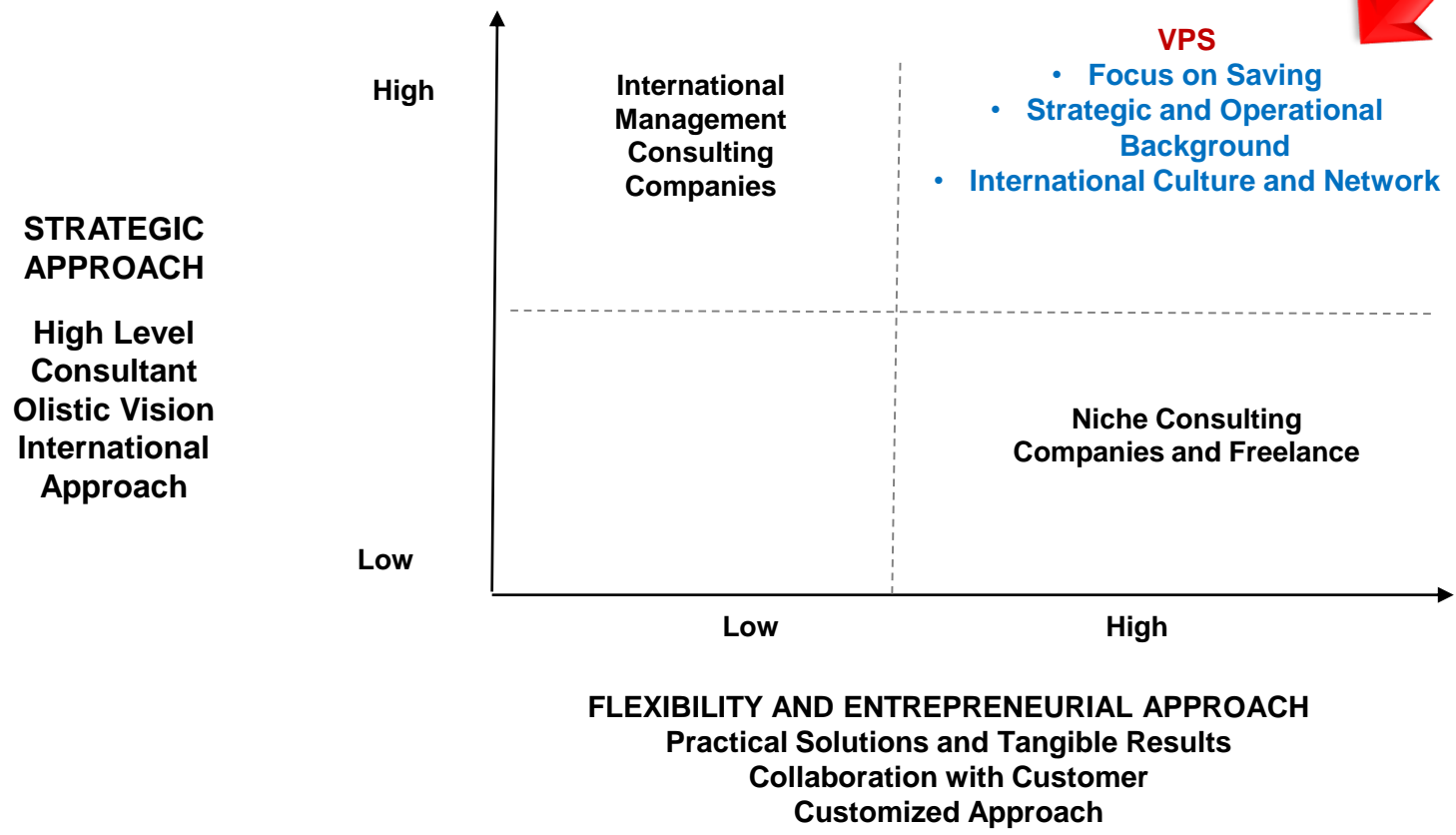
Services: Business travel, fleet management, couriers, transportation, scraps, cleaning, waste disposal, catering, printing, telecommunication, security, temporary labour, payroll management, marketing and communication

HOW



Our Positioning

A Team of Supply Chain and Purchasing Professionals



Our Market

VPS has proven its effectiveness with many companies

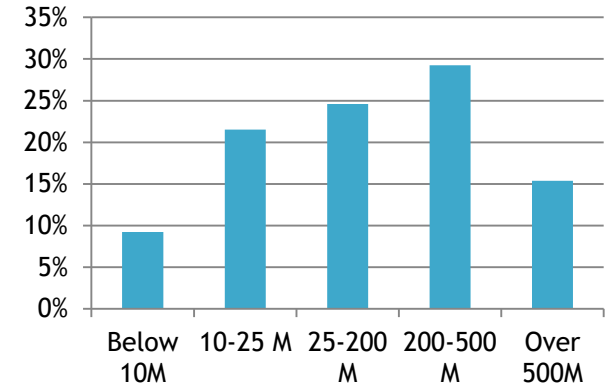
VPS is presently a Strategic Partner of:

- Large international companies
- Medium to large national companies
- Small to medium national enterprises

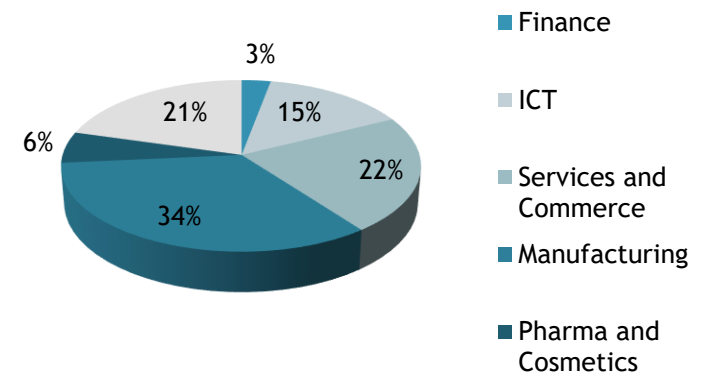
VPS operates in the Main Industrial Sectors:

- Automotive
- Mechanics
- Domestic Appliances
- Logistic and Transportation
- IT, Telecom and Electronics
- Services
- Finance
- Furnitures
- Chemicals & Pharma

Customer Distribution (Turnover)



Customer Distribution (Industry)



Our Customers (1 of 2)

Finance & Banking



Chemical, Cosmetics, Pharma and Biomedical



ICT



siae microelettronica



Automotive



DENSO



OLSA



SO/GEFI



Our Customers (2 of 2)

Manufacturing

APPARATEBAU

PERFORMANCE IN HIGH-GRADE STEEL



Services and Others



better work, better life



Logistic & Transportation



Energy & Environment



SACECAV



Our Strategic Partners



TesiSquare (TESI S.p.A.) TesiSquare (TESI S.p.A.) is founded in Bra (Cuneo) in 1995 by 4 partners who are enthusiastic and keen on their work. The company is set up as many others do, but it grows as only few do. Since 1995, it achieves ongoing growth in terms of turnover, products, innovation and people and today it boasts about 250 employees and 25M turnover.

TesiSquare objective is to be a reliable and skilled partner, but also a dynamic and flexible one, ready to face complexity and help Clients to manage collaborative processes; our goal is to provide our Clients with a comprehensive support aimed at improving efficiency and effectiveness, not only inside the Company, but also including all other business partners and stakeholders. Moreover TesiSquare wants to be the best interpreters of the new IT paradigms, by maintaining its commitment and ensuring complete availability to our Clients.



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