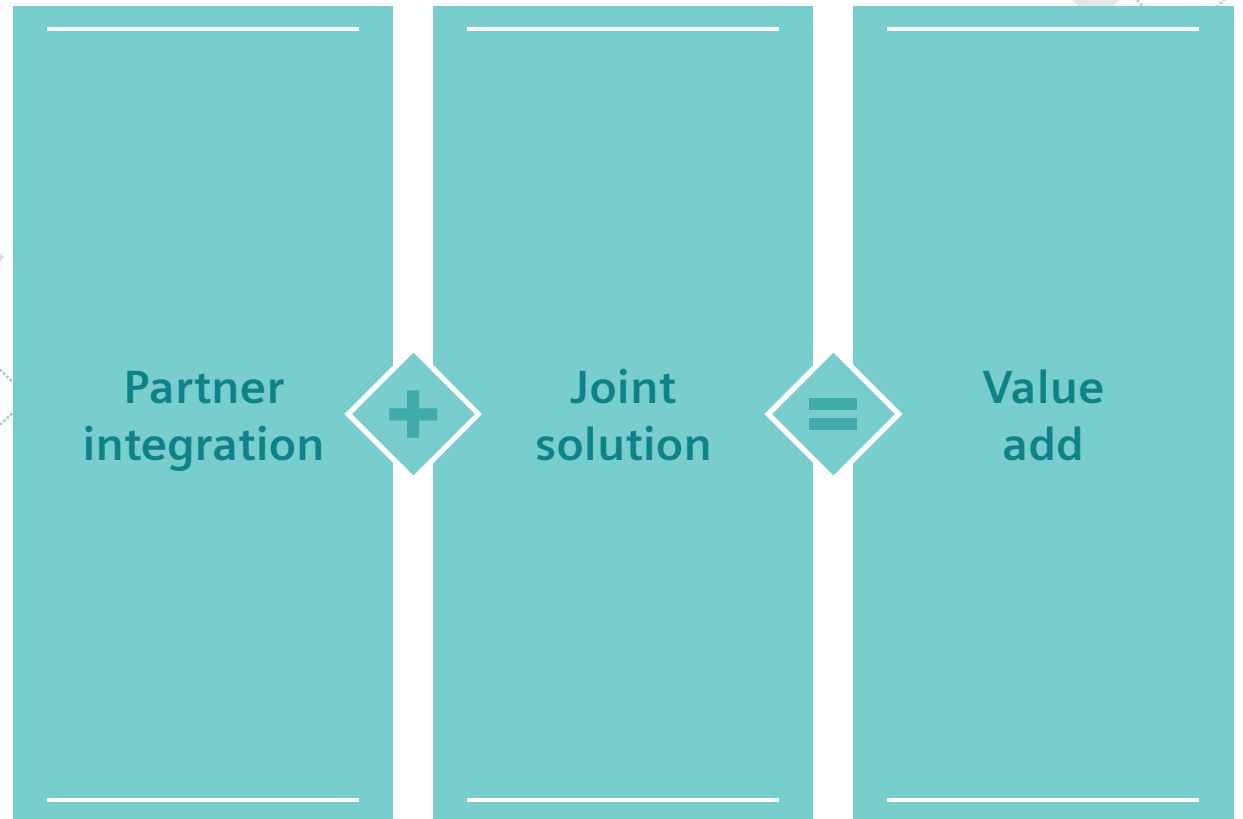


# Early Partner Integration



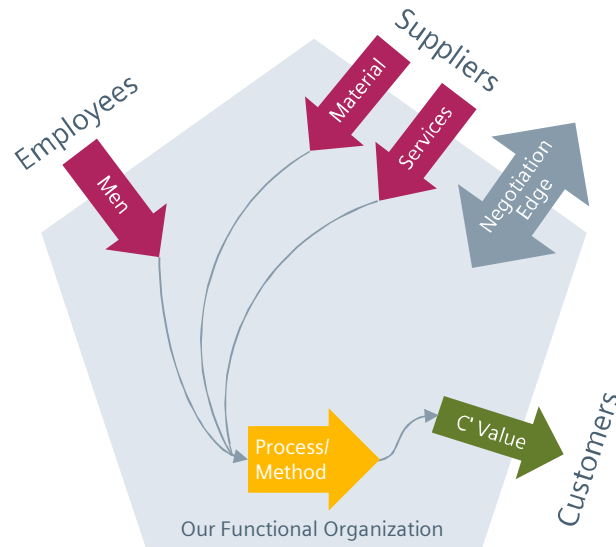
# Our Early Partner Integration approach focuses on joint solutions rather than negotiations

*Differentiation between procurement and partner integration*



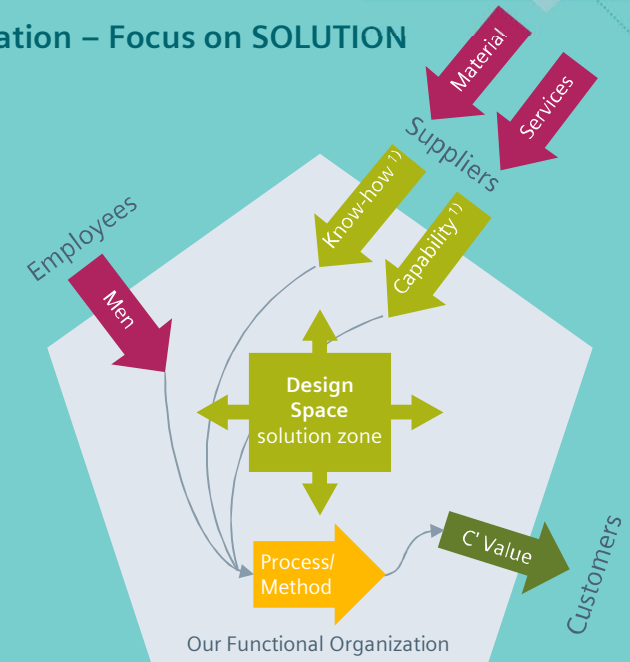
## Early Procurement Integration – Focus on NEGOTIATION

The solution is **predefined inside** and **realized outside**. The intersection inside to suppliers is typically **represented by procurement**



## Early Partner Integration – Focus on SOLUTION

One step earlier requirements may be drafted, but **solutions are not defined yet**. That is what early partner integration aims for to **bring external know-how** systematically into the organization



- Core functions and responsibilities of the organization inside, i.e., R&D, engineering, controlling
- Stakeholder groups outside the organization, i.e., employees, customers, suppliers

1) Design space capabilities plus solution specific know-how

Tapping innovativeness of selected partners in the value creating network creates beneficial solution scenarios



## What our clients face

- Low supplier performance in terms of **cost, quality, delivery** and **cooperation**
- **Low innovation rate** but high innovation risks and costs
- **Minor established co-development**
- High **transaction costs**

## What our clients can expect



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## What our clients gain

