

KEY ELEMENTS FOR YOUR SUCCESS

As a leading supply and solutions partner for industrial components, the Angst + Pfister Group combines an extensive product assortment with intelligent logistics concepts and customized engineering services. Our comprehensive APSOsys system supply management program bundles a wide array of specialized service products into a single package.

You want...

- ... to lower your costs;
- ... to optimize your processes and enhance your productivity;
- ... to minimize your procurement channels;
- ... to reduce your working capital to optimize your enterprise performance;
- ... to lower your procurement administration expenses;
- ... to increase your purchasing efficiency.

APSOsys system supply management provides you with...

- ... holistic cost optimization;
- ... comprehensive process and product analysis;
- ... a wide and deep product assortment for effective and efficient one-stop shopping;
- ... assured process reliability in supply chain management through our European Logistics Center (ELC);
- ... integrated electronic order processing for accurate supply management;
- ... a globally operating Supply Management Team with supplier relationship management;
- ... global supply security.

APSOsys PUTS THEM TOGETHER FOR YOU

Custom manufacturing, ever-shorter product cycles and changes in sales and procurement markets call for a supply chain integration system that reacts and adapts flexibly and rapidly to new circumstances. With its tool-box concept, APSOsys adjusts itself to perfectly fit your business's requirements, and its modular setup makes it extremely flexible.

Systematic supply chain integration with APSOsys



THE APSO_{sys} TOOLBOX

Comprehensive assortment of standard and special products

In addition to supplying a multitude of custom-fabricated special items, Angst+Pfister stocks an inventory assortment of more than 150,000 standard items in the areas of Plastics Technology, Sealing Technology, Fluid Handling Technology, Drive Technology and Antivibration Technology. Angst+Pfister also manages 100,000 customer-specific parts, optimizing availability and stocking costs.

Engineering services

Our specialists will assist you with advice and engineering support even in early phases of product development. Our core competencies include assisting you in selecting materials and optimizing your products, as well as providing value engineering support aimed at reducing part prices. We also perform co-design projects.

Logistics & distribution

We coordinate logistics and distribution to precisely match your demands so that all of our products quickly reach you at the right place at the right time. Angst+Pfister's global delivery service in collaboration with internationally operating distribution partners ensures reliable parts supply in sync with your production rhythm. Cooperation with C-part logistics partners additionally makes it possible to implement kanban and just-in-time (JIT) solutions to manage inventory.

Workshop services

Angst+Pfister's state-of-the-art production facilities can partner with customers to take over defined production operations. Our array of workshop services includes:

- CNC milling and machining;
- high-tech welding services;
- prototyping;
- subassembly.

Process optimization

As a systems supplier, we provide you with a wide and deep assortment of products that enables you to significantly reduce your number of suppliers and to profit from Angst+Pfister's economies of scale and purchasing power. Transparent procurement procedures and streamlining of your inventory carrying levels open up additional cost-reduction potential.

Global sourcing

Our global sourcing service capability utilizes primary and secondary sources to secure your parts supply. We bundle parts supply needs and scout attractive procurement markets worldwide to reduce purchasing costs through procurement synergies.

Our wide-ranging sourcing expertise and worldwide parts and supplier database enable cost-efficient global procurement.

IT services

We employ electronic data interchange (EDI) technology to ensure simple, precise, paperless execution of standardized procurement processes.

Mobile order entry using kanban barcode systems likewise simplifies parts order processing with minimal procurement risk. The barcode concept enables precise, paperless parts ordering right from the factory or workshop floor.

Our APSOparts® online shop offers a full range of e-commerce options. Punchout catalogs enable us to set up company-specific e-procurement platforms for you.

Quality management

Our ISO 9001:2000 quality management system ensures that products and services provided by Angst+Pfister meet customer quality requirements with full traceability of supplied products on request. Rigorously applied to all process and logistics stages, our quality management system is the cornerstone of Angst+Pfister's policy of uncompromising quality.



SYSTEMATICALLY REACHING YOUR GOAL

**Step 1: Setup check**

Angst + Pfister's specialists analyze your existing supply chain setup. We particularly examine your diversity of suppliers and draw up a supply chain streamlining plan. A mutual non-disclosure agreement is signed right from the outset and ensures complete confidentiality every step of the way.

**Step 2: Engineering check**

Our engineers verify product authorizations, specifications and norms, also taking into account customized parts fabricated from drawings.

ABC

Step 3: Supplier substitution check

We assess how much of your entire industrial component procurement needs we can cover, even in areas outside our core product range.

**Step 4: Volume assessment**

We calculate the expected purchasing volumes, the projected transaction frequency and other important indicators that are crucial for efficient collaboration with electronic order processing.

**Step 5: Logistics check**

Logistics requirements are examined. Delivery intervals, on-time-delivery demands and production logistics aspects are scrutinized and cost-efficiently defined.

**Step 6: Solution proposal**

We develop for you a detailed solution proposal that includes process documentation describing all of the products and services we will provide for you. Our solution proposal includes an itemized overview of prices and conditions, and clearly points out your potential savings.

**Step 7: Solution implementation**

We implement the solution package that has been precisely tailored to your business's needs.

YOUR POTENTIAL BENEFITS

Angst + Pfister's system supply management program intelligently combines our proven services with our comprehensive product assortment. APSOsys is based on a partnership model between our customers, partner companies and Angst + Pfister. We support you with all of our expertise and our technical and logistical solutions to enable you to sustainably reduce your overall supply chain costs and to thus strengthen your competitive position in the market.

Your benefits at a glance

- Lowering of total costs of ownership by reducing parts prices and process costs.
- Administrative simplification of the entire procurement process through electronic data interchange (EDI).
- Cost-optimized design solutions developed by our experienced engineering team.
- Sourcing security by leveraging the Angst + Pfister Group's centralized supply management approach.
- APSOsys enables you to concentrate on your core operations and to optimize your A-parts procurement resources.

Savings