



## PROCUREMENT SOURCING & NEGOTIATION SERVICE

Expertise, resources and intelligent technology delivers sustainable cost leadership

When it comes to working with suppliers, it can be difficult to manage relationships and negotiate deals that allow your business to achieve cost leadership. However, with the right partners, technologies, awareness and foresight, businesses can attain procurement relationships that are mutually beneficial for themselves and for their suppliers.

Jabil brings extensive expertise to the procurement business, with its massive annual spending of \$15 billion, a 27,000-strong base of suppliers, and its arsenal of more than 700,000 active parts. The company fields a force of more than 2,000 procurement experts deployed around the world. These experts serve the purchasing needs of more than 300 of the world's premiere brands, working every day to obtain the best pricing and achieve optimal supply structures.

Now, with the rollout of its Procurement Sourcing & Negotiation service, Jabil is offering its industry-leading personnel, expertise, advanced intelligent technology and processes to help you deal with suppliers.

The Procurement Sourcing & Negotiation service adds Jabil professionals as on-demand experts to your category teams, complementing your ability to strike the right deals and foster deeper supplier relationships. Jabil's extensive procurement capabilities are applicable to a broad array of industries, including the electronics market. Conditions in the electronics business are currently extremely challenging, with organizations facing the tightest supply situation in more than a decade. Procurement generalists may lack the background and skills needed to manage such unusual circumstances. Instead, businesses need procurement experts who have expertise and broad supplier relationships to deal with undersupplied market conditions. Jabil's procurement experts know just how to operate in such an environment, applying their negotiation and sourcing skills to fight for the right balance of supply assurance and pricing.

### PROCUREMENT SOURCING & NEGOTIATION SOLUTIONS AT YOUR SERVICE

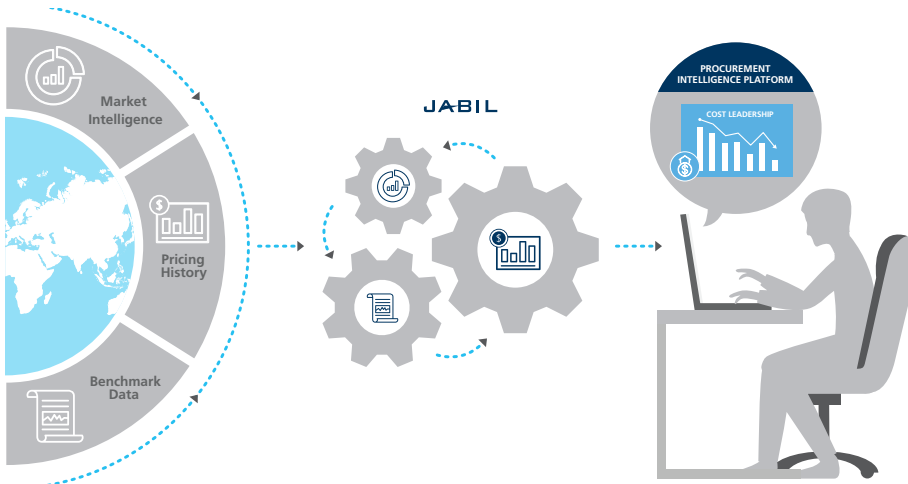
Successful procurement operations require extensive on-demand capabilities with deep category expertise in specific geographic locales. Jabil's Sourcing & Negotiation service is designed to fill any gaps that may exist within your organization. Procurement teams also need strong relationships with a large number of global suppliers. Jabil's vast network of sources allows us to build a supply base that meets your company's specific business needs.

Furthermore, intelligent always-on technology plays an essential role in making rapid, data-driven decisions. Our sourcing experts leverage advanced analytics and real-time ecosystem big-data analysis to improve your cost-leadership position. centralized procurement operations. Operating with local experts in centralized regional procurement hubs strikes the balance between maximized efficiency and local execution.

#### Jabil's Procurement Sourcing & Negotiation service provides customers with:

- Deep functional expertise that fills gaps in skill-sets, commodities or category expertise that may not exist in your organization
- Strong global supplier relationships to meet your company demands
- Intelligent technology, advanced analytics and real-time ecosystem big data analysis to propel your organization into a sustainable cost leadership position
- Optimized procurement strategies for rationalization, quality management and closed-loop collaboration
- Talent and skill gap assessments that provide a blueprint for the creation of world-class procurement organizations
- Technology roadmaps that align with today's big data management and analytical requirements





*Advanced, globally connected, always-on, analytics platform identifies new opportunities never before possible*

**What are the hallmarks of a successful sourcing and negotiation operation?**

- You use proven processes and effective technologies that allow you to be a cost leader
- Buyers at your business maximize your position in challenging markets, including allocation situations
- Your negotiators are armed with the most up-to-date and comprehensive information, giving them the edge in procurement talks
- You leverage strong global supplier relationships to provide insights through changing market conditions

**LEADING TECHNOLOGY FOR SOURCING & NEGOTIATION SUCCESS**

When engaging in procurement negotiations, Jabil's experts come armed with a powerful intelligent tool: the Procurement Intelligence Platform (PIP). This globally connected, always on technology is designed to tip the scales of procurement negotiations in favor of the buyer, giving purchasers unparalleled visibility into real-time pricing and availability trends for more than 7-million part numbers. The platform brings together all the data that Jabil's experts need to ensure cost leadership.



**WINNING THE PROCUREMENT BATTLE**

Without a powerful ally at your side, your company risks the prospect of missing out on obtaining the best possible pricing every time it enters negotiations with suppliers. Contact Jabil today to ensure the optimal results in procurement sourcing and negotiation.

Start your cost leadership journey today by visiting [www.Jabil.com/ProcurementServices](http://www.Jabil.com/ProcurementServices)