

## Sourcing Strategy Lowers Spend, Increases Supplier Solutions

### Improving supply chain management

At SPX, one of our six operating initiatives is Supply Chain Management. We view supply chain management as a critical component of our business strategy and our focus on continuous improvement. Like other companies that operate in today's global economy, SPX is making changes to improve the increasingly complex supply chain, remain competitive and develop partnerships with suppliers.

### Centralized purchasing and procurement

Over the last two years, SPX has hired eight commodity managers and formed company-wide teams for each of these eight "spend" or purchasing areas. Each of the teams is reviewing our current supplier relationships and contracting agreements to make sure SPX is realizing the benefits of centralized purchasing and procurement. Leveraging the spend of all our businesses has allowed us to form partnerships with suppliers that benefit all SPX business units.

As SPX continues to grow globally, so, too, has the supply chain. "We've expanded the product and service offerings with individual suppliers and we've also expanded our partnerships globally to Europe and Asia," says SPX Commodity Manager Ari Wajnberg.



**At SPX, supply chain management is a critical component of our business strategy and our focus on continuous improvement.**

### Raising the bar

Like most companies, SPX stands on both sides of the customer-supplier relationship. Our suppliers help us deliver goods and services to our customers – where we, in turn, are the supplier. "Our supply chain goals make both SPX and our suppliers push a little harder to create new solutions, to utilize new technologies, to work more efficiently and to continuously improve our products, service and delivery for our customers," says Ari. "It's not just about spending less, but creating more value for the spend that you make."