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“ 1 Stop Procurement Solution ”



# Who Are We ?

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- ▶ Sleeping Crocodile - SC, is based in Philippines and is a reputed player in the trading industry.
- ▶ Established in 2008, SC has a strong commercial presence and is manned by a team that offers vast knowledge and experience in varied and diverse markets.
- ▶ Engaged in trading/import and export of Medical consumables Disposable Products, Medical Equipment, Hospital Furniture, Eco-friendly Consumables, SC stands tall in supply of various health related care products and services.
- ▶ SC's aim is to create value in the Health Sector and to enhance the quality of living by the most eco-friendly way possible.
- ▶ SC's aim is to create tremendous value in the Health Care sector by enhancing the quality of business for the Hospital owners as well as the Consumers.



# What we do?

- ▶ SC leverages its presence in the market by providing a total end-to-end procurement service that includes the entire range of strategic and transactional processing. A leading offshore global procurement and solutions company, SC serves as an instrument in helping businesses and organizations of various sizes and industries to manage corporate spend, increase savings, reduce costs, and maximize supplier relationships.
- ▶ A company comprised of a dynamic team equipped with expertise and experience, SC offers services that enable efficient and effective procurement through the use of professional services, infrastructure and technology. Our complete understanding of spend areas across the enterprise help procurement organizations accelerate their programs and create a significant difference in their bottom line.

## Our Advantage:

- ▶ Sleeping Crocodile is confident to execute good performance in its field through its exceptional qualities maintained through the years.
- ▶ • Expertise • Integrity • Scalability • Cost Advantage
- ▶ SC never stops in introducing solutions suited to the demands and needs of every business. It makes use of its resources and advantages for the benefit of its clients.
- ▶
- ▶ As a fully-integrated procurement services company, SC consistently excels in its field through the benefits of its location. Philippines is a leading provider of call centers, accounting, IT, human resources, medical transcriptions and many other BPO services. It has a high literacy rate, convenient time zone and competitive labor costs perfect for procurement.
- ▶ We aim to make Philippines as “The Procurement Capital of the World.” At present, the company is focused on working with top multi-national companies. It has been a preferred offshore partner of many companies around the Globe.



# Money Saved is Money Earned

- ▶ Procurement has become a necessity and not just an alternative in managing the corporate spend.
- ▶ Focusing on labor costs doesn't mark great changes to the annual expenditure of the company. It is actually by looking at a business' purchased items where one can generate real savings.
- ▶ Procurement is not just about finding suppliers, taking delivery and paying. Procurement is a strategic approach that requires companies to evaluate their spend, and how the expenses in these activities impact to their annual expenditure.
- ▶ By having a good look at the entire procurement process, a door of opportunities opens to businesses. You could avoid risks in terms of supply assurance, legal exposure, commercial issues, intellectual property protection, and fiscal matters; enhance sourcing and cost efficiencies; and establish better supplier relationships.



# Why Choose Us



Our Strategic Sourcing methodology combines a strategic perspective with rigorous analysis on a sourcing group-by sourcing group basis to deliver significant reductions in total cost.

The first step involves defining the scope of purchases and prioritizing the opportunities by accessing the database of expenditures. This will cover from direct, indirect materials to services and capital expenditures.

The purchases are then strategically segmented based on market dynamics and business strategies using a supply positioning matrix which will identify non-critical to strategic items. Each sourcing group will then follow a seven-step detailed methodology which will profile your total spend and recommend procurement strategies to implement.





# How we do it ?

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- ▶ a. Emphasis on total, lifetime cost, not just purchase price Strategic sourcing takes account of the full life-cycle costs of a product, not just its purchase price.
- ▶ b. Consolidated purchasing power Looking right across the supplier relationship, strategic sourcing reduces costs by increasing purchasing power.
- ▶ c. Tighter supplier relationships By narrowing the number of suppliers used in the business, "partnering" in JVs/alliances, and devising mutually beneficial contracts, suppliers can work together with a strategic sourcing business to achieve better standardization and improvements in cost, quality and delivery time.
- ▶ d. Streamlined business processes, work and information flow The objective here is to simplify sourcing requirements by promoting common standards, work patterns and information requirements. This in turn can lead to lower inventory costs and reductions in purchasing order frequencies.
- ▶ e. Improved teamwork and purchasing skills By creating cross-functional teams that can include suppliers, businesses can overcome organizational barriers, inspire collaboration and promote innovation. Better informed purchasing skills result from sharing information about products, markets and respective needs to meet wider organizational objectives.



# The SWOT

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Strengths

Weaknesses

Opportunities

Threats