

# Sourcing Experts ...Our Experience Low Cost Sourcing...



Background ....

Global sourcing and procurement today is strategic essential skill and toll which is serious option considered by Sourcing and Procurement leaders.

A number of marketplaces are on the rise as global sourcing contenders, Apart from China and India as most common market places, relatively newer ones like Cambodia, Vietnam, Thailand, Myanmar and the Philippines in Asia.

Each of these region have their expertise and challenges , some time they offer even lower labour and energy rates, and equally efficient production mechanisms. Suppliers in the emerging economies of Southeast Asia are offering services for businesses of all sizes. As a result, the probability of gaining better volumes with lower prices has increased.

**At YOTO SOURCE we harness supply base capacities and capabilities across the world and offer solution to our customer as one stop shop.**

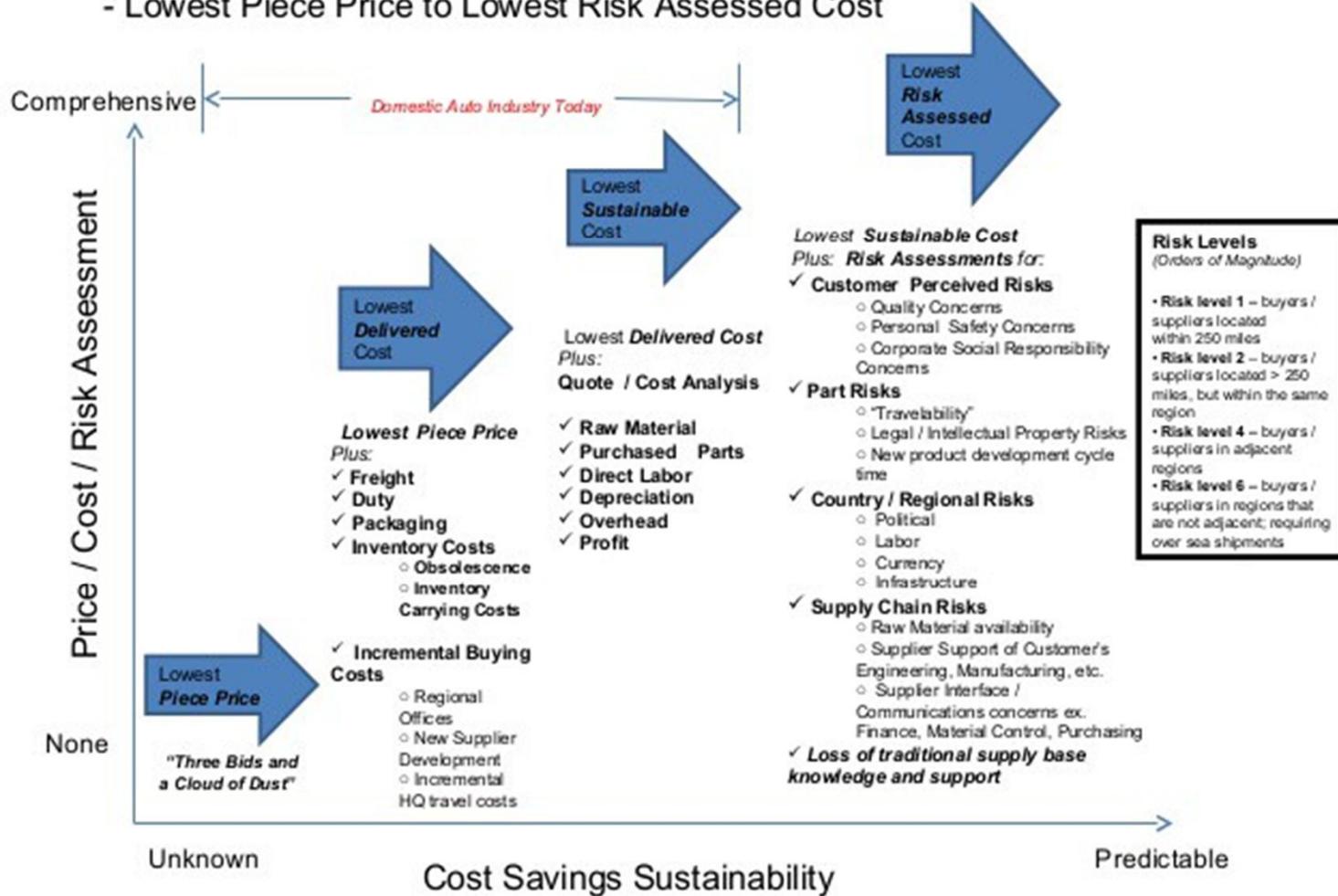
**Goal is to make customer's life easy, we bring value by our global delivery capabilities and thus make cost effective solution for customer.**

**We large supplier base and visibility across the market segment and versatile team, we are able to offer alternative option, ready – speedy solution for new product development and thus contribute towards business need of SPEED to MARKET**

# Risk Management in Global Sourcing ...

## Low Cost Country Sourcing Evolution

- Lowest Piece Price to Lowest Risk Assessed Cost



# FastQuote help Speedy Delivery to Customer...



## FastQuote Process

Drawings  
3D CAD  
Sample  
Design data  
Business Needs  
Customer Targets



Input

- AI tool to Shortlist Supplier from Global database
- Data base to track material and tooling availability
- Process Engineering Team
- Capacity Availability Data base
- Similar Experience Feedback
- TO Be Cost Model
- Logistic Cost Model
- Team Feasibility based on YOTO Product Development Model

Output



Detail ed Cost Proposal  
Team Feasibility report  
Tooling List  
Critical Characteristic List  
Initial process Planning  
Initial Sourcing Decision  
Delivery Time calculations  
Packing Design and Cost data  
Process Capability and IMTE data

**RFI / RFQ To Commercial Proposal Process**

**YOTO SOURCE Deliver Quotes and Commercial feedback with in 48 Hours**



**Global Precision components Supplier**

# We Deliver with Speed...



Purchase Order  
Contract  
Schedule  
Forecast



## YPD&D Process

Capable Process and Right 1<sup>st</sup> Time

- YOTO Part Development Process
- YOTO Delivery Process
- YOTO Supplier Management Process
- YOTO Tooling Management Process
- YOTO Quality Audit Process
- YOTO Measurement Process



Qualified Parts  
Part Approval Documents  
Engineering Data  
Shipping Information  
Happy Buyer  
On-time Delivery

PO to Qualified Part  
PO to On Time Delivery