



## Engagement Snapshot

- Conducted due diligence and end-to-end procurement services for a Fortune 500 metal company based in France
- Sourcing of turned, welded and casted parts from India for a leading German pump manufacturing company
- Global sourcing of PCBs for a Norwegian company, a world leader in ultra sound flare metering
- Global sourcing of horticultural grade vermiculite and peat for a US based client
- Sourcing threaded rods and fasteners from India for a leading American distributor
- Sourcing of cashmere scarves for leading apparel manufacturers in Switzerland
- Vendor evaluation for an auto air conditioners manufacturing company in Australia
- Regulatory compliance for setting up a manufacturing plant in India

## Client Testimonials

I am very happy with the progress of this project and with the options you have provided. You have done a great job and my company will benefit greatly from this project and from working with you. I have very much enjoyed working with you and your company.

**- Adam Mitchell, Owner, Mitchell Companies**

Our organization was very pleased with the work that Brickwork provided for our company. All of our correspondences were timely, and everything that was promised was delivered and on time. The information presented in the scope of work was very accurate.

**- Garrett Futrell, Industrial Threaded Products Inc.**

Very good job anticipating my needs, by also getting quotes for label printing and shipping. Final result impressive.

**- Stephen Kelly, Owner, Start up Business**

**Brickwork India**  
The World's Virtual Office!

# Procurement Consulting



Do you want to save cost by sourcing from **Low Cost Countries?**

How can you increase your commodity manager's **Strategic Focus?**

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## About **Brickwork India**

Brickwork India was founded by Vivek Kulkarni in 2004 to offer integrated services – virtual assistance, research assistance and IT services – all under one roof.

Vivek pioneered the concept of Remote Executive Assistant (REA) in early 2004 to provide business assistance at an affordable price to SMEs and professionals. This concept found instant worldwide recognition including the New York Times best seller 'The World is Flat' by Thomas Friedman; 'The 4 Hour Workweek' by Tim Ferriss and recently in Knowledge@Wharton; as well as several international magazines and TV shows.

Brickwork India's clientele is across industries world over, including large corporations, Fortune 500 companies, SMEs, individual professionals and entrepreneurs.

### **About the Founder - Vivek Kulkarni**

Vivek Kulkarni, a Wharton MBA graduate, has 30 years of experience in managing different verticals of business and government departments.

As IT Secretary to the Government of Karnataka, he was responsible for putting Bangalore on the global map.

In early 2008, Vivek started "Brickwork Ratings", a credit rating agency recognized by the Indian regulator "Securities & Exchange Board of India" (SEBI), to help investors make informed investment decision. It is the 5<sup>th</sup> SEBI licensed Credit Rating Agency in India and has made a name for itself within a year of operations.

Vivek also served as Director and Chairman of Technology Committee on the Board of the Bombay Stock Exchange, the oldest stock exchange in India.

## Consulting Services **Global Procurement**



### **Strategic Sourcing Analysis**

(Feasibility → Cost Savings Analysis)



### **Supplier Evaluation**

(Rfx Management → Supplier Scorecard)



### **Supplier Due Diligence**

(Supplier Compliance → IP Audit)



### **Supplier Selection**

(Negotiation → Recommendations)



### **Supplier Management**

(Transactions → Quality → Documentation)



### **Regulatory Compliance**

(Liaison → Drafting)

## Procurement Strategy **Doing Business in India**



## Procurement **Facts**

Some of the benefits expected from procurement outsourcing :

- Improved pricing – 56%
- Lower procurement costs – 47%
- Headcount reduction – 46%
- Market and supplier intelligence – 46%
- Improved spend visibility – 44%

- Aberdeen Group

Many companies now regard the sourcing of materials and parts in developing economies as a key means of reducing their costs and reaching high-growth markets.

- PricewaterhouseCoopers LLP