

Sourcing Services

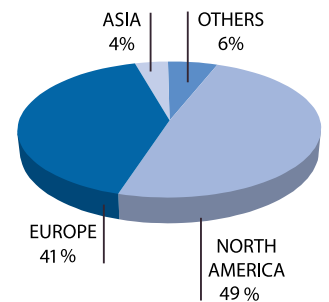
Finding Potential Contractors

In a rapidly changing nuclear industry, utilities and other purchasers may find it difficult to identify potential contractors. Publishing a Call for Tender or Request for Expression of Interest on the internet or in print (for example in the Official Journal of the EC), without a proper sourcing that includes a pro-active dissemination of the information, may sometimes make matters worse. However, all agree this sourcing step is one of the most critical when purchasing strategic equipment or services and influence prices, quality, schedule and risk.

In order to provide remedies, NuclearMarket have developed tools **not only to identify potential main contractors but also sub-contractors**, with a view to optimizing the procurement process.

Our tools

- A unique and comprehensive nuclear Buyers Guide **more than 2,000 suppliers listed worldwide**
- A database of procurement notices to identify purchasers who procured similar equipment or services in a recent past
- An internet portal for the nuclear industry (www.nuclearmarket.com) in order to develop a world-wide network of contacts throughout the industry
- A method of searching the internet and additional resources



Origin of the 2,060 suppliers listed in NuclearMarket's Buyers Guide

When search for potential contractors?

NuclearMarket recommends the performance of sourcing actions when the value of the contract is expected to exceed 100,000 euros. Studies can be made before or immediately after the launch of any Request for Expressions of Interest or Call for Tenders or Consultation. However, the earlier the better.

Optimization of:	Impact on:
Awareness of relevant suppliers	COST
Geographical spread	QUALITY
Sub-contracting	SCHEDULE
	RISK

Impact of NuclearMarket's sourcing studies on strategic parameters

Costs and schedule

A basic study requires between 2 and 8 man-days of work. More complex studies that include sub-contracting evaluation may need more man-days. A written report is always provided.

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