



INTECO

Success Story

ASTRAS for Purchasing Optimization

The world's market leader in the area of secondary and special metallurgy, INTECO Special Melting Technologies, establishes an SRM-system with the software ASTRAS of Allocation Network.

Industry
Plant engineering

Staff
>300

Head Office
Bruck a.d. Mur
(Austria)

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Companies over the world of the steel industry trust the facilities and products of INTECO which in turn has confidence in the strategic purchasing with ASTRAS of Allocation Network. The project includes an integrated execution of the complete quotes/bidding (eFRX-eSourcing) as well as the supplier relationship management (SRM). The focus of requests for quotes ranges here from exchange of simple documents for RFI up to comprehensive specifications which are possible to download for supplier. Complex inquiries can be constructed promptly and conveniently. In this way, it is able to submit integrated quotes.

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Interview with Ahmed Farid, Director Purchasing at INTECO special melting technologies GmbH:

How would you describe the initial situation for the establishment of ASTRAS in the company?

Farid: Our intention of an increase of supplier number would better be carried out with a web-based tool, for the large amount of suppliers could be generated. It is also determining that ASTRAS enables audit-proof exchanges of documents, simultaneity and great transparency in the bidding structure. Moreover, with ASTRAS the costly comparisons or evaluations with Excel tables could be thrown away.

What makes Allocation Network and their products different?

Farid: Access speed of ASTRAS and response times; Handling by ASTRAS – especially the look and feel; Flexibility in development.

How did you feel about the process of project execution with Allocation?

Farid: We were very satisfied with the project execution. Especially the swiftness of implementation must be emphasized. There is no complex or special processes, no necessary implementation and no interfaces to the third software. I also want to mention the strategic exchange, particularly during the project execution by Allocation.

How soon would the investments for e-sourcing be amortized?

Farid: Generally the costs would be amortized through the quality improvement in the quote process. The purchasing prices could be optimized with the large number of quotes.

In which further direction should the project run?

Farid: The supplier management should be further expanded, here especially for the supplier assessment. INTECO would rather employ a supplier account manager who is to promote quality experience. Furthermore, the interface from PDM-system into ASTRAS is being considered.

About Allocation

Allocation is a best of breed solution provider for strategic purchasing and supplier quality management.

We are privately owned and have been operating for over 20 years.

The entire procurement process beyond contract awarding of a product lifecycle is centralized & organized using our Supplier Management, Sourcing, Auctions and Collaboration modules.

The software is developed, distributed and supported in Munich and used by our customers (e.g. BMW, Siemens, Stadtwerke München, MAGNA and VOITH) as an integrated SaaS or on-premise solution.

Reliable - Personal - Competent

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