

ADVANCED PURCHASING DYNAMICS PRINCIPAL JEOFF BURRIS ADDRESSES OESA CONFERENCE

PLYMOUTH, MI, July 27, 2004 – Jeoff Burris, founder and principal, of Plymouth-based ADVANCED PURCHASING DYNAMICS, was a key presenter at the Original Equipment Supplier Association (OESA) semi-annual council for chief procurement officers. Burris offered his insights on “Optimizing Your Company’s Global Sourcing Opportunities.” The July 26th event was held at the Marriott Hotel and Conference Center in Troy, Michigan.

With more than 20 years of specialized automotive supplier experience, Burris discussed how pressures for global sourcing are increasing due to margin compression and customer requirements. Yet, he pointed out, global sourcing also gives companies the opportunity to enter and understand new markets while reducing costs. “To maximize the benefit from global sourcing,” Burris stated, “it should be part of companies’ overall strategic growth plans.”

Before going forward with global sourcing, Burris noted that companies should have several prerequisites in place, including knowledge of the risks and executive support. Sound APQP and Six Sigma disciplines, as well as knowledge of the cost drivers in commodities will lead to sound decision-making. Lastly, Burris indicated, “specific, measurable and timely goals are vital to global sourcing success.”

Burris rounded out his presentation by giving overviews on how companies should approach the foreign markets to maximize cost savings and how companies should launch programs to reduce overall risks. He feels, and makes a solid contention, that “companies who move without understanding global cost drivers and without implementing formalized launch processes are at risk. And, companies who do nothing are at risk.”

Founded with the mission of helping companies profoundly expand their procurement skills, Plymouth, Michigan-based ADVANCE PURCHASING DYNAMICS works with manufacturing-oriented companies throughout the Midwest. APD achieves accelerated and sustainable reductions in material costs while developing and strengthening purchasing organizations.

The Original Equipment Suppliers Association (OESA) provides a strategic forum for the automotive industry's original equipment suppliers. Membership encompasses suppliers of components, modules, systems, materials, and equipment used by the original equipment automotive industry. Formed in August of 1998, OESA provides a forum for automotive suppliers by addressing issues of common concern through peer group councils; serving as a reliable source of information and analysis; and providing an industry voice, when appropriate, on issues of interest.

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