



Insights into all cost drivers



Meet Our Procurement Summit Team



Guido Theunissen
Business Development Manager



Edith Pels-Blufpand
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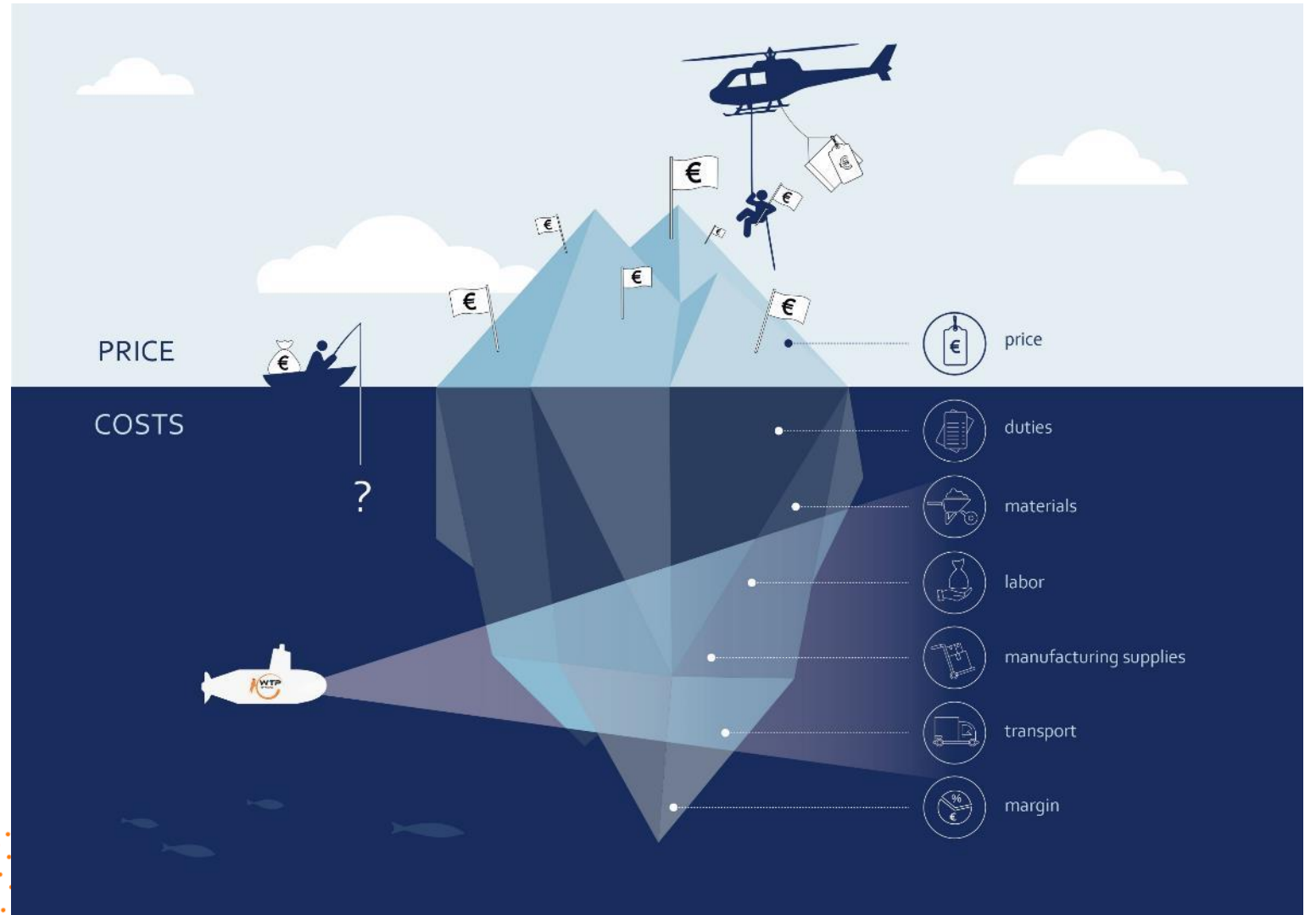


Jeroen Maas
CCO

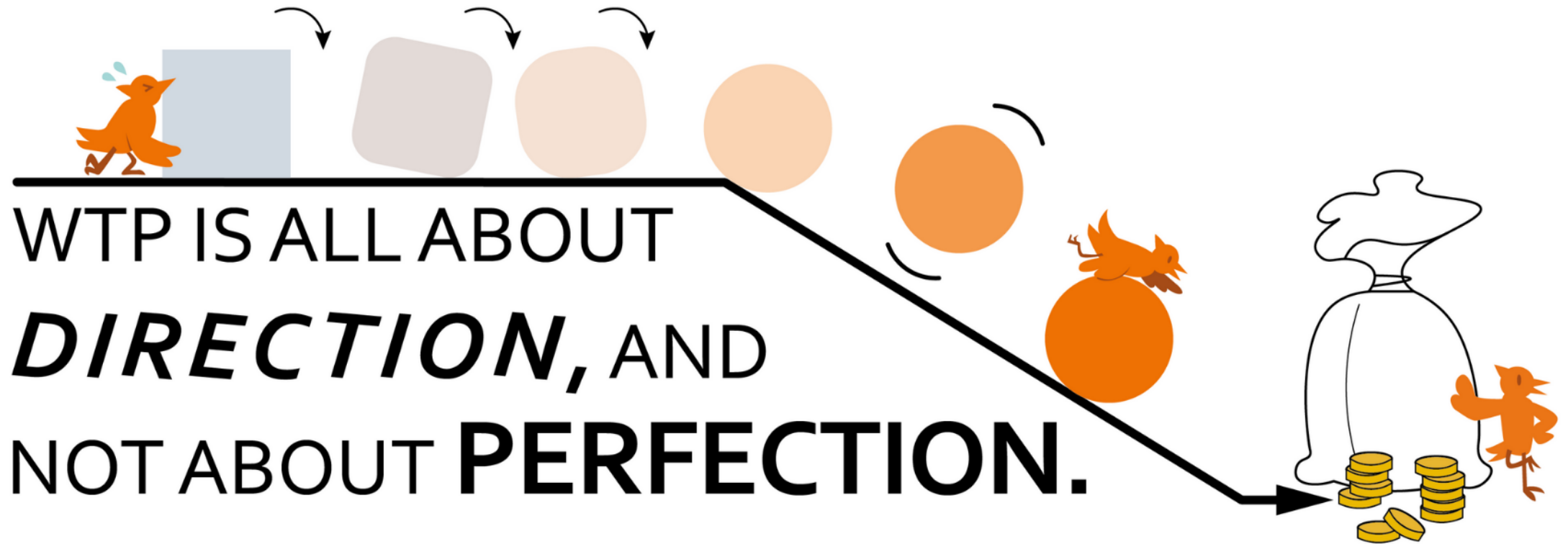


THE FUTURE OF PROCUREMENT

Look at the
costs, not only
the price



How does WTP work?



WTP IS ALL ABOUT
DIRECTION, AND
NOT ABOUT **PERFECTION.**

Big data Sources



3000+

Commodities /
raw materials



160+

Countries covered
for labor and
energy rates



360+

Industry price / cost
structures from
260,000+ annual reports



155+

Currencies
supported



Commodity tracking

Commodity Prices Actual

Commodity Price Changes

Freight Indices

Trade Volumes

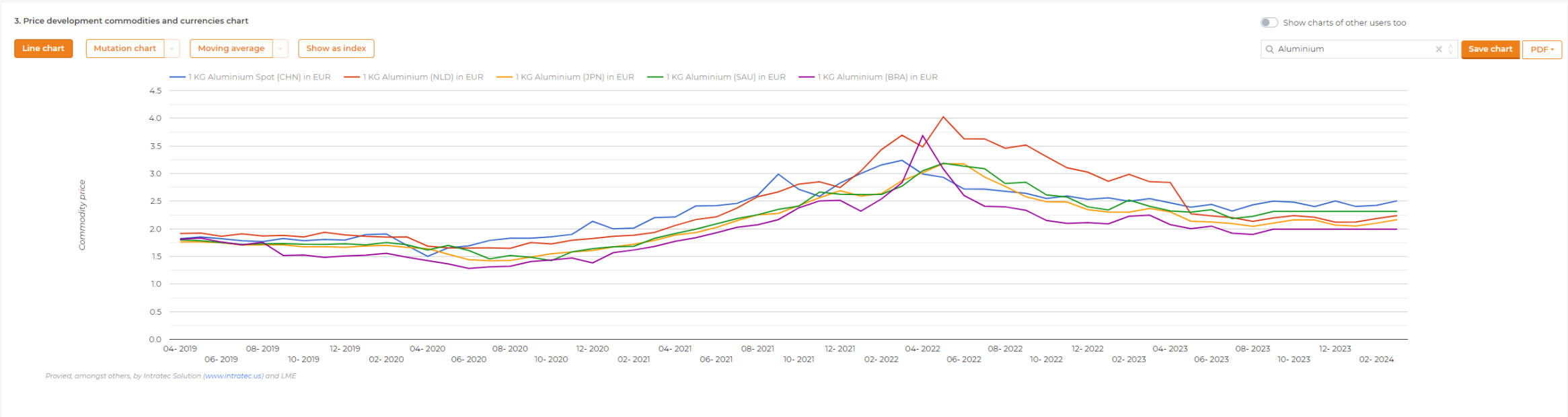
1. Date range and currency

Date range: till:

Currency: Weight unit:

2. Add a commodity and/or currency

Number	Commodity / Currency	Per	Start	End	Average	Change	Change %	Delete
1	Aluminium Spot (CHN)	<input type="text" value="1"/>	1.822	2.505	2.300	0.683	37.5 %	<input type="button" value="Delete"/>
2	Aluminium (BRA) <input type="checkbox"/>	<input type="text" value="1"/>	1.810	1.993	1.949	0.184	10.2 %	<input type="button" value="Delete"/>
3	Aluminium (JPN)	<input type="text" value="1"/>	1.762	2.165	2.085	0.403	22.9 %	<input type="button" value="Delete"/>
4	Aluminium (NLD)	<input type="text" value="1"/>	1.915	2.239	2.386	0.324	16.9 %	<input type="button" value="Delete"/>
5	Aluminium (SAU) <input type="checkbox"/>	<input type="text" value="1"/>	1.798	2.315	2.152	0.517	28.7 %	<input type="button" value="Delete"/>




Industry cost profiles

Branche results



Please note that all prices are ex works, so excluding transport.

Folding Paperboard Box Manufacturing	% of sale
Direct Materials	59,5%
+ Direct Labour (Netherlands)	11,5%
+ Manufacturing Overhead	7,7%
Cost of Sales	78,7%
+ GSA & Other Expenses	16,2%
Profit before Taxes 	5,1%
Total (ex works)	100,0%

Let's grow

In the above table you can see the split up of all major costs components for the companies in this branch of trade. This is direction, not perfection.

When you fill in your current and historical buying prices (in the screen "Product Detail") and when you specify the commodities and weights of your product, you will see much more detail (including values) in the above table for your specific product.

Print PDF

Save PDF

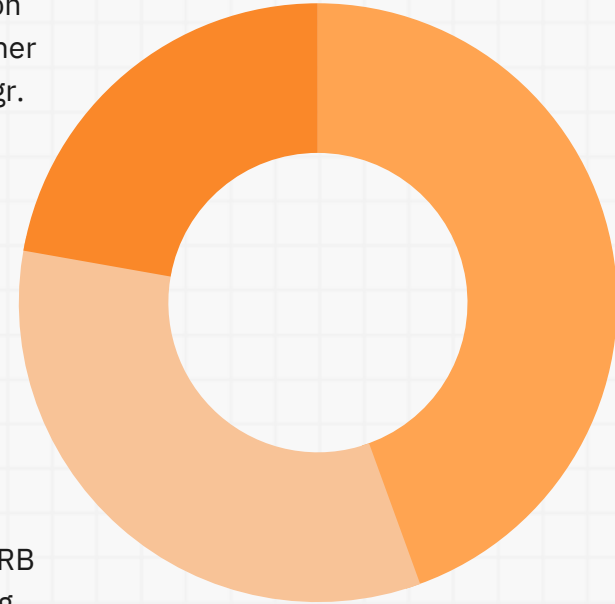
Industry cost profiles

Folding Paperboard Box Manufacturing	% of sale
Direct Materials	59,5%
— Direct Labour (Netherlands)	11,5%
Production worker wages ?	8,9%
Fringe Benefits production workers ?	2,6%
— Manufacturing Overhead	7,7%
Contract Work ?	0,8%
Depreciation charges on CAPEX ?	1,9%
Energy cost ?	1,6%
Maintenance and Repair ?	1,7%
Purchased Professional /Technical Services ?	0,5%
Rental cost buildings ?	0,8%
Rental cost for machines ?	0,3%
Waste removal cost ?	0,1%
Cost of Sales	78,7%
— GSA & Other Expenses	16,2%
Total fringe benefits ?	1,5%
Salary ?	5,1%
Total other expenses ?	4,8%
Cost of Resales ?	4,7%
Profit before Taxes ?	5,1%
Total (ex works)	100,0%

Take it apart



Carton
Testliner
100 gr.



Carton
Kraftliner
200 gr.



Carton RB
Fluting
150 gr.



Take it apart

Swivel chair



Cost Drivers

Direct Material Costs

Seat	€6,902
Backrest	€6,155
Armrests	€1,895
Underframe	€1,152
Castors	€0,772
<hr/>	
Total Material Costs	€16,876

Direct Materials	64.8%
Direct Labour (China)	1.4%
Manufacturing Overhead	6.7%
<hr/>	
Cost of Sales	72.9%
GSA & Other Expenses	18.1%
Profit before Taxes	5.7%
<hr/>	
Total (ex works)	100%
	€26,043



Take it apart

Lasagna



Cost Drivers

Direct Material Costs

Puff pastry	€0,447
Pork	€0,455
Cheddar	€0,162
Tomatoes	€0,060
Milk	€0,038
Garlic	€0,036
Sunflower Oil	€0,015
Durum Wheat	€0,007
Carrot	€0,014
Onion	€0,015
Salt	€0,006
Water	€0,000

Total Material Costs	€1,254

Direct Materials	52.2%
Direct Labour (Belgium)	10.5%
Manufacturing Overhead	8.8%

Cost of Sales	71.9%
GSA & Other Expenses	25.5%
Profit before Taxes	2.7%

Total (ex works)	100%
	€2,546



Take it apart

Lead acid battery



Cost Drivers

Direct Material Costs

Polypropylene	€3,19
Water (NLD)	€0,004
Lead	€27,60
Sulphuric Acid	€0,25
Antimony Ingot	€3,81
Glass	€0,07
Total Material Costs	€34,93

Direct Materials	71.3%
Direct Labour (China)	1.1%
Manufacturing Overhead	11.7%
Cost of Sales	84.2%
GSA & Other Expenses	6.3%
Profit before Taxes	6.9%
Total (ex works)	100%
	€48,99



Take it apart

Battery drill



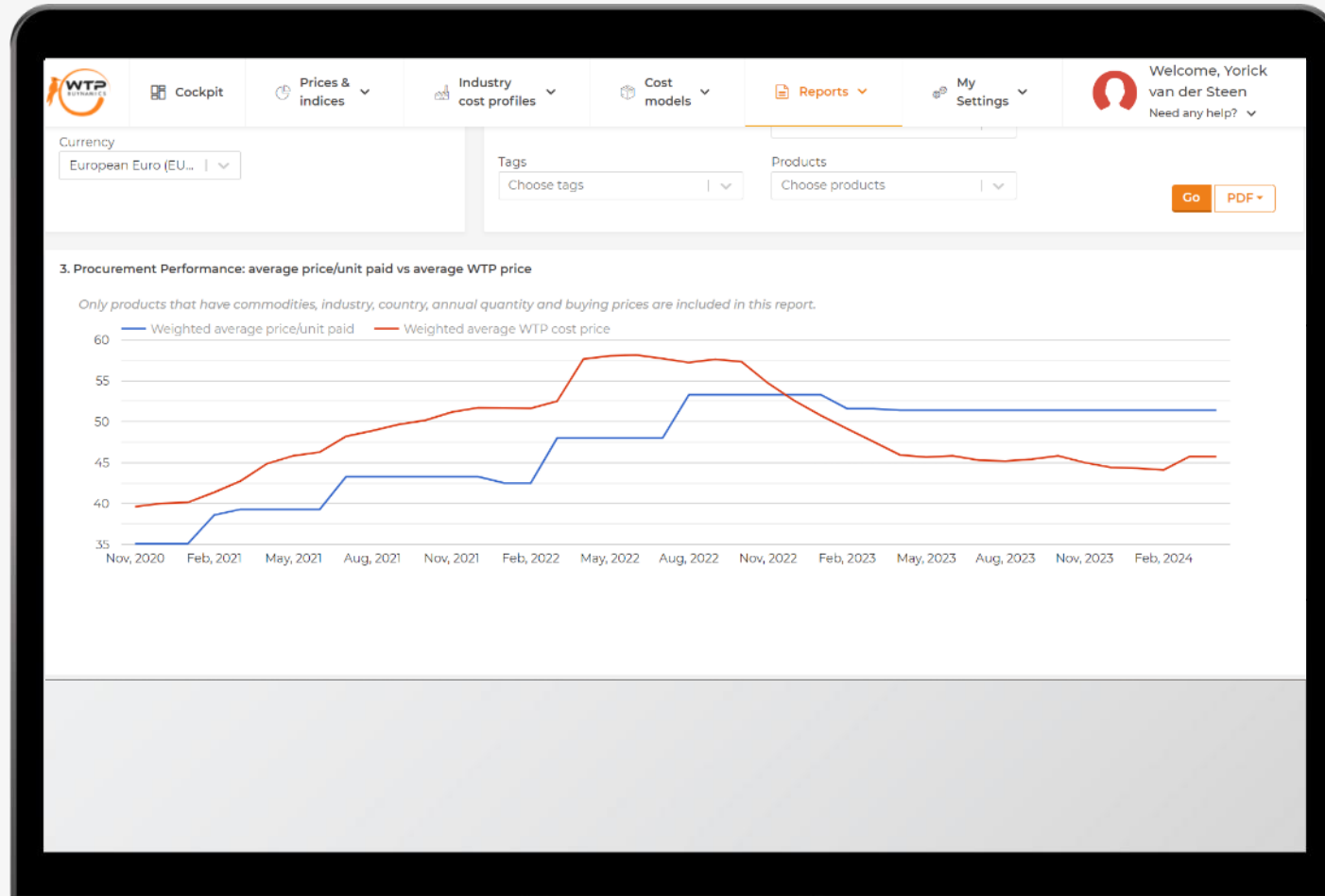
Cost Drivers

Direct Material Costs

Battery neodymium magnet	€0,14
Battery housing	€0,07
Drill chuck	€2,14
Handle	€0,77
Housing	€1,82
Li-ion battery cells	€6,23
Custom / miscellaneous	€1,00
Drill bit set - bits	€0,22
Drill bit set - holder	€0,07
Total Material Costs	€12,47

Direct Materials	48.9%
Direct Labour (China)	0.8%
Manufacturing Overhead	4.4%
Cost of Sales	54.2%
GSA & Other Expenses	40.9%
Profit before Taxes	4.9%
Total (ex works)	100%
	€25,48

Product performance



- Create insights & alerts

See how the trend in the purchase price relates to the trend in the calculated price over time.

- Performance evaluation

This involves analyzing how well a product compares with actual price paid and should-cost price.

- Reports

Generate reports and create daily, weekly or monthly snippets of the most significant metrics.

- Multi-Language support

Launch the app in different languages depending on location.



The magic that
drives our tool



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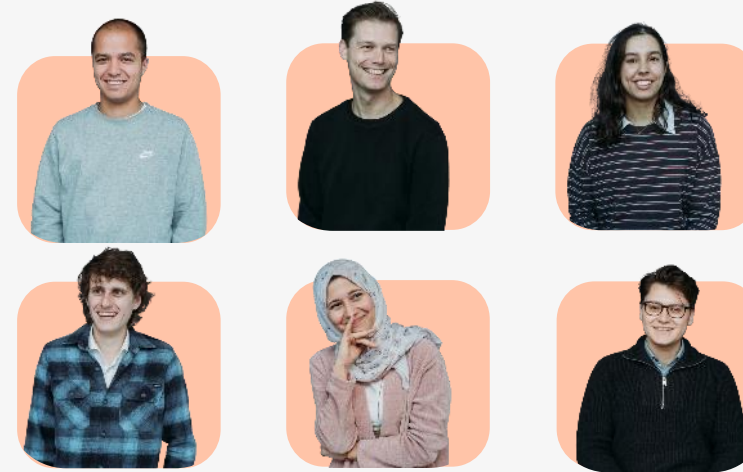


Our Team

Data



IT



Commercial



Management



Functionalities of WTP & Procurement topics



Cost Modeling

Industry Cost Profiles

Commodity Market Prices

Impact of growth

Comprehensive Reporting

Save time and effort with top-down cost model analysis

- Prepare negotiations & suppliers talks
- Price increase, counter arguments
- Arguments and info for price reductions
- Analysis of tenders
- Sourcing / comparing countries
- Supplier performance analysis
- Category savings
- Potential savings
- Historical price trends
-

Therefore WTP | Effective for every buyer

Combined data sources

1

- **3000+** commodities
- **360+** Industry/cost structures from 260.000 annual reports
- **160+** countries covered for labor and energy rates
- **155+** Currencies supported

Easy & Professional – Plug & play

2

Quick insight into the cost of any product to:

- Deal with price increases
- Evaluate tenders
- Profit from economies of scale
- Redefine negotiation strategies

Customer experiences

3

Data driven



I can most definitely recommend WTP. It is not a trick, it's a new way to work, and that is cultivating into a cultural shift with the purchasing organization.

Robert L – Director Procurement

Customer focused



Our ultimate goal is to be able to offer the best possible price to our customers and we achieve that with WTP.

Marijn L – Buyer Hardware

A selection of our clients

Walmart 

MITRE 10

A.S. Watson Group



DAMEN

Intergamma

PLIEGER

KRAMP





Meet us at booth S19!



info@buynamics.com



Find us at booth S19
And we'll do a live product calculation



http://www.buynamics.com



THE FUTURE OF PROCUREMENT