



# Solutions to Reduce Overall Costs and Improve Process Efficiencies

*The Essence of Purchasing*

CLEAR  
VANTAGE

Certified by



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## Mission Statement

*CLEAR VANTAGE CREATES VALUE FOR THE CLIENTS WE SERVE - AS A COMMITTED, INTERNATIONAL, EXPERIENCED, AND FOCUSED TEAM OF HANDS-ON PROFESSIONALS.*

*WE DELIVER EFFECTIVE SOLUTIONS VIA A SOLID NO-NONSENSE APPROACH TO DIVERSE PURCHASING AND SUPPLY CHAIN CHALLENGES, HELPING CLIENTS TO DRIVE STRATEGIC SUCCESS & LOWEST OPTIMAL "TOTAL COST OF OWNERSHIP".*

AN INTERNATIONAL TEAM OF PROFESSIONALS AT YOUR SERVICE

## Our strength is PEOPLE

## EUR-ASIAN TEAM

OUR PEOPLE	COUNTRY	YRS IN BIZ	DEGREE	FUNCTIONAL EXPERTISE
Johan van Hamme	Belgium	20	Master Science, Chemical Engineering	Supply Chain Management, Strategic Sourcing, Procurement
Kurt Persoons	Belgium	12	Master Science, Bio-Engineering	Supply Chain Management, Logistics, Strategic Sourcing
Franck Giagnorio	France	20	Bachelor Business Administration, Master Purchasing Management	Supply Chain Management, Purchasing, Inventory Management, Supplier Development
Pietro Landri	Italy	20	MBA, Chemical Engineering	EMEA Commercial Management, Key Account Management, Environmental
Tom Marangon	United Kingdom	15	Mechanical & Electrical Engineering	Key Account Management, Application Engineering, Design, Environmental
Ravi Krishnan	India	5	MBA, Mechanical Engineering	Supply Chain Management, Strategic Sourcing, Strategic Planning, Operations, Project Management
Srinivasan Venkataraman	India	15	Finance, Risk Management	M&A, Project Management

## Our strength is PEOPLE

## USA TEAM

<b>OUR PEOPLE</b>	<b>STATE</b>	<b>YRS IN BIZ</b>	<b>DEGREE</b>	<b>FUNCTIONAL EXPERTISE</b>
Evan Smith	New York	25	MBA, Industrial & Management Systems Engineering, General Arts & Science	Supply Chain Management, Communications, Project Management, Operations, Organization Development, Marketing, Strategy
Patrick O'Shei	Massachusetts	25	Master Science Applied Statistics, Chemical Engineering	Supply Chain Management, Environmental, Operations, Facility Design
Greg Collins	Massachusetts	25	MBA, Economics	Operations, Marketing, Strategy, Organization Development
Don Mick	Connecticut	30	Master Science	Strategy, Organization Development, Training, Change Management
William Bean	Massachusetts California	30	PhD Economics, MBA, Psychology/Archaeology	Strategy, Organization Development, Communications
Marty Jacobsen	New York	28	MBA, Mechanical Engineering	Supply Chain Management, Strategic Sourcing, Purchasing, Strategy
James Holland	New York	25	MBA, Mechanical Engineering, Master Engineering Science	Supply Chain Management, Strategy, Sales Management, Strategic Sourcing, Risk Management
James Shute	Pennsylvania	25	Marketing	Organization Development, Marketing, Training, Sales Management

## Services

### **No-nonsense Consultancy**

- Secure the best “Total Cost of Ownership” solution
- Reduce overall costs and improve efficiencies
- Practical implementation of strategies
- Development of Supply Chain organizations
- Short-term performance screenings

### **Training Sessions**

- Advanced training sessions in Purchasing and Supply Chain
- Cultural interaction and awareness in business

### **Preparation of Manufacturing and Development Audits**

## Expertise delivers VALUE tailored for your needs

- **Cost-reduction methodologies**
  - The ultimate techniques from a pool of hands-on professionals.
  - Deep analysis of your case
  - Your tailored guide to develop the best “Total Cost of Ownership”
- **Products & services knowledge**
  - A clear understanding of different operational processes existing in all types of Industry
  - We understand your business environment and design your best supply chain solution
- **Change-management**
  - We work hand-in-hand with you to drive you right into the change you need to add value to your business
  - We secure the right balance between the new and the old structure during transition
- **Proven concepts**
  - Proven experience to investigate potential extrapolations
  - The ideal combination of technical methodology, challenge and focus on results
- **Six European languages**
  - English, French, German, Dutch, Spanish, Italian

## Experiences & References

- **Automotive**
  - Audi, BMW, Fiat, Honda, Jaguar, Land Rover, Mazda, Porsche, Seat, Skoda, Volkswagen, Volvo
  - MGI-Coutier, Pirelli, Tenneco
- **Chemicals**
  - BASF, British Petroleum, Cabot, Dexter, Engelhard, Exxon, GE Silicones, Scholle, Sigma Aldrich
- **Technology**
  - Arrow Electronics, ASM International, Belgacom, IBM, Rockwell Automation, Weidmann Electronic
- **Engineering, Energy, Utilities**
  - American Water, Hamon, Stork, Suez Electrabel, Xcel Energy
- **Industrial Equipment**
  - American Lafrance, Crown, Delaval, Dover Corporation, Sumitomo
- **Healthcare & Medical Devices**
  - Abbott, Bausch & Lomb, IGC/Philips Medical, Patient Keeper
- **Financial Services, Insurances & Others**
  - Aetna, Belgian Post, Blue Cross of California, Hessematie, Zurich Financial Services

## CU-FACTOR

- The **knowledge** of specific country characteristics is extremely important in order to **guarantee professional success**
- OUR SERVICES INCLUDE
  - Customized or Group Sessions: Cultural Awareness training or consultancy sessions will improve your awareness about business practices of geographical area you want to serve: **DO IT THEIR WAY!**
  - **Online Tool Box:** a Global Business Guide right into your pockets
  - Personal Assistance: We will be with you 7/24 to enable you to work globally and to obtain results going hand-in-hand with Supply Chain Management (Clear Vantage) or other functional areas.



**WE DELIVER SOLUTIONS**

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**CLEAR VANTAGE / CU FACTOR WILL HELP YOU TO ATTAIN FASTER GROWTH AND TO INCREASE YOUR SUCCESS**

- HANDS-ON PEOPLE
- NO-NONSENSE APPROACH
- FOCUS ON IMPLEMENTATION
- STRIVING FOR YOUR RESULTS
- INDIVIDUAL / CUSTOMIZED SOLUTIONS ON DEMAND
- EXPERTISE ON VERTICALS OBTAINED IN THE FIELD
- GLOBAL / MULTINATIONAL TEAM
- POST SALES ASSISTANCE

## CONTACT US

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