

## What CSR International Services can do for your business

CSR International Services is specialized in strategic procurement and supply chain management services for companies worldwide. Our international team has a wealth of knowledge and skills spanning **25 years of procurement experience** in the international market places in a variety of industries.

We provide flexible and **cost-effective procurement solutions** to help our international clients' businesses become more efficient when sourcing products from Europe. Due to our ideal business location in the central European city of Munich and our international background and expertise, we can make a great difference and add value for overseas and European companies by **supporting their procurement team here in Europe** when dealing with suppliers.

**Project-based, long-term or interim contract**, our specialist procurement team can work individually with each client to meet and understand the clients' business requirements.

Apart from our specialist knowledge and skills, the benefits of our availability and international experience are that we can step into **specific business situations quickly** and make a difference. This could involve leading a team or a specific project in light of a sudden staff shortage or departure. We can help to take a supporting lead during a period of change, start-up and growth, or to instigate a new initiative.

CSR International Service are a passionate and reliable procurement and supply chain management provider. Browse this brochure to review our expert services. Put our vast industry experience to work for your business by contacting us today for additional information on any of our services.

**We shall look forward to receiving your valued enquiries.**

## CSR International Services



Please call or email us for further information about the products and services.



### CSR International Services

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## CSR International Services



Strategic procurement and supply chain management services worldwide.

# Services

## Our specialised procurement knowledge and strengths

- ✓ Negotiations
- ✓ Strategic sourcing internationally
- ✓ Identification of new suppliers – quality, auditing, selecting, monitor
- ✓ Project management (equipment)
- ✓ Contract review and renewal
- ✓ Tenders and cost estimating and evaluation
- ✓ Obtaining competitive quotations, lead times or risk identified high value goods or services
- ✓ Liaise and conduct commercial and technical negotiations with suppliers to ensure best possible result
- ✓ Developing supplier relationships
- ✓ Monitor and assist to develop new supply structures and systems
- ✓ Logistics fulfilment

## Benefits for our clients

- ✓ Procurement outsourcing benefits → equals sustainable cost reduction solution for companies confidentially
- ✓ Located in central Europe
- ✓ Cost-effective support for your procurement team when dealing with European suppliers
- ✓ European time zone → accelerated responses to any enquiries and requests → reduction of down time
- ✓ Short distance to any European country → quick, spontaneous supplier visits and audits
- ✓ Face to face meetings with European suppliers
- ✓ Knowledge of European business culture
- ✓ Italian, German and English-speaking
- ✓ Immediate access to market for your business → distributor or main dealer for your products
- ✓ After sale customer service support
- ✓ Attend European trade shows events

## Main industries

- ✓ Maritime – medium & high speed ferries, mega yachts
- ✓ Defence – naval, patrol vessels
- ✓ Pleasure craft
- ✓ Rail
- ✓ Mining, oil & gas
- ✓ Offshore industries (renewable energies)
- ✓ Construction

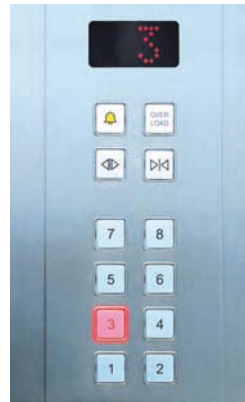
# Products Sourcing

These categories are just a small range of products, equipment and services which can be sourced on a per project basis.



## Structure & Fabrication

- ✓ Aluminium plate & extrusion
- ✓ Steel
- ✓ Castings & anodes
- ✓ Triclad (Kelocouple) materials
- ✓ Welding gases
- ✓ Welding wire
- ✓ Welders & associated components
- ✓ Fasteners (steel or stainless steel)
- ✓ Abrasives products



## Fit out & Furniture

- ✓ Honeycomb hexcore panels
- ✓ Windows (standard & heated)
- ✓ Seating including helm seats
- ✓ Ceilings materials and components
- ✓ Elevators & escalators
- ✓ Quality Kitchens & Catering equipment
- ✓ Doors and associated fittings
- ✓ Toilets and associated fittings
- ✓ Insulation
- ✓ Painting
- ✓ Flooring
- ✓ Timber



## Air Conditioning, Heating, Ventilation

- ✓ Air conditioning products & services
- ✓ Fire dampers, air louvers, fans
- ✓ Refrigeration products
- ✓ Electric motors
- ✓ Bearings, belts and pulleys
- ✓ Filters



## Major Equipment

- ✓ Main engines
- ✓ Gearboxes
- ✓ Water jets
- ✓ Propellers (drive lines incl. rudders, steering, shaftlines, bearings, etc.)
- ✓ Generators



- ✓ Bow thrusters
- ✓ Anchoring & mooring equipment
- ✓ Exhaust systems
- ✓ Heat exchangers
- ✓ Oily water separator
- ✓ Heavy lift ship



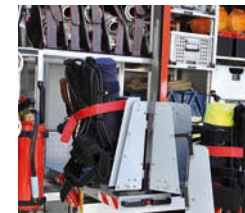
## Machinery Systems (Engineering)

- ✓ Plumbing equipment
- ✓ Stainless steel pipe, tube & fittings
- ✓ PVC & ABS
- ✓ Steel
- ✓ Copper nickel pipe & fittings
- ✓ Hydraulics
- ✓ Valves
- ✓ Pumps



## Electrical

- ✓ Cable & cabling accessories
- ✓ Cable tray
- ✓ Lighting
- ✓ Batteries
- ✓ Power supply



## Safety & Lifesaving

- ✓ Fire fighting equipment
- ✓ Safety equipment
- ✓ Lifesaving equipment
- ✓ Fire doors
- ✓ Portable extinguishers
- ✓ Armaments (weapons systems)



## Miscellaneous

- ✓ Freight & couriers
- ✓ Scrap metal materials
- ✓ Power & hand tools
- ✓ Safety products (PPE)
- ✓ Engraving