

CAPEX Sourcing

Frugal Sourcing: Experience-Driven Foresight, Exceptional Value.



The Challenge:

A leading UK OEM faced a complex Greenfield project in Europe, aiming to manufacture 5,000 buses annually. Sourcing an advanced paint booth line was crucial, but the initial budget was strained by global inflation (COVID-19, Brexit). The challenge was compounded by the client's evolving net-zero vision, requiring a shift to electric paint booth technology. This project demanded more than just sourcing; it required a holistic re-engineering of the factory design, production processes, and environmental compliance, while adhering to stringent timelines and budgets.

Our Solution:

Frugal Sourcing delivered a comprehensive CAPEX sourcing strategy, leveraging our deep expertise in manufacturing and process engineering. Our approach goes beyond traditional sourcing; we become strategic partners, ensuring project success from inception to deployment.

- **Proactive, Ownership-Driven Approach:** Each member of our team acts as an owner and entrepreneur, providing clients with confidence and peace of mind.
- **Holistic Project Re-engineering:** We address not only technical specifications but also factory design, production processes, and environmental compliance.
- **Global Expertise, Local Compliance:** Our strong Greenfield experience, combined with expertise in manufacturing and process engineering, navigates multifaceted challenges, including local and national regulatory requirements.

Results:

Frugal Sourcing's dedicated and solutions-oriented approach delivered exceptional results:

- **21% Cost Savings:** Delivered a world-class electric paint booth line at 21% less than the allocated budget.
- **Future-Proof Solution:** Aligned with the client's net-zero commitment, ensuring long-term sustainability.
- **Holistic Project Management:** Successfully navigated complexities in factory design, production process changes, and environmental compliance updates.
- **Reduced Project Risk:** Proactively identified and mitigated potential misalignments, safeguarding the client's investment.

Client Testimonial: *"Frugal Sourcing's proactive approach and deep expertise were invaluable in navigating the complexities of our Greenfield project. Their commitment to our success, combined with their ability to deliver cost-effective, future-proof solutions, made them a true strategic partner."* - **Project Director**

Challenges Faced and Overcome:

Challenge Category	Specific Challenge	Frugal Sourcing's Solution
Budgetary Constraints	Insufficient initial budget due to global inflation (COVID-19, Brexit).	Leveraged deep engineering expertise for design re-engineering and identified cost-effective alternatives without compromising specifications.
Evolving Requirements	Mid-project shift from gas to electric paint booths for net-zero vision.	Proactive identification of misalignment, effective communication to client, and expert restart of the sourcing process with new technology focus.
Communication Complexity	Managing communication with diverse international suppliers (UK, USA, Italy, Spain, India).	Ensured clear, precise, and consistent information exchange across all stakeholders throughout the process.
Timeline Management	Maintaining project timeline despite requirement changes and budgetary pressures.	Meticulous planning and agile execution to adapt to changes while adhering to the overall project schedule.
Technical Complexity	Sourcing a highly technical paint booth line meeting stringent specifications.	Applied deep real-time expertise in manufacturing and process engineering to evaluate supplier capabilities and ensure technical alignment.
Commercial Negotiation	Securing favorable terms within the revised budget.	Utilized strong commercial negotiation power, informed by our engineering and budget understanding, to achieve optimal pricing and contract terms.
Project Scope Changes	Changes in factory design, production processes, and environmental compliance.	Holistic project re-engineering, leveraging Greenfield experience and expertise in manufacturing and process engineering.

Partner with Frugal Sourcing:

We deliver more than just a service; we provide a partnership for success. Without our deep expertise in both engineering and budgeting, combined with our commercial negotiation power, successfully delivering this project to world-class specifications within the constrained budget and evolving requirements would not have been possible.

Don't let global economic uncertainty compromise your project's success. Partner with **Frugal Sourcing** to achieve your CAPEX sourcing objectives with confidence. Our unique blend of sourcing acumen and engineering insight, combined with our **Ownership-Driven Approach**, ensures you secure the right solutions, on time, within budget with a lasting partnership and a future-proof foundation for your manufacturing ambitions.

Contact **Frugal Sourcing** today to discuss how we can empower your next project.