

BME China Purchasing Training

Purchasing of Metal Parts (2 days)

- Technical know-how for buyers, with special emphasis on turned and milled parts
- Critical aspects for supplier evaluation and price analysis
- Including on-the-spot technical demonstrations at production facility

金属件采购 (2天)

- 针对采购员的技术知识, 着重介绍车削件和铣削件
- 供应商评估和价格分析的重要因素
- 生产场所实地技术示范

Available dates 2010:

Location:

2010 年课程安排:

地点:

April 13th & 14th
October 26th & 27th

Wantai Precision Ind Co., Ltd
No. 1299, Zizhu Road, The High-Tech Zones
Yushan Town, Kunshan (near Shanghai)

4月13-14日
10月26-27日

万泰机电工业(昆山)有限公司
江苏省昆山市玉山镇高新区紫竹路1299号
(近上海)

Seminar Content

- Participants are introduced to different manufacturing processes and machines for metal parts production and their respective advantages.
- They learn to judge technical drawings and will be enabled to understand the critical aspects for the selection of metal parts suppliers.
- Our trainers explain how to identify typical cost drivers and how to perform an effective price breakdown for turned and milled parts.
- Attendees receive an overview of metal parts related industry clusters in China.
- Participants will be enabled to make faster and more professional purchasing decisions.
- Plus: the buyers will gain a better standing and communication with technical departments.

课程内容

- 向学员介绍金属件生产中的不同制造流程和机器, 以及各自的优缺点。
- 学员将通过学习辨别技术图纸, 掌握和理解选择金属件供应商的关键因素。
- 培训师将解释如何识别典型的成本动因以及如何对车削件和铣削件执行有效的价格分解。
- 学员可对中国的金属件相关产业集群概况有所了解。
- 学员能快速、专业地做出采购决定。
- 此外, 本课程还可促进采购员与技术部门之间沟通和相互理解。

Training site: Wantai Precision Ind is a Taiwan-invested manufacturer of turned and milled parts for the automobile, machinery and medical equipment industry. International customers include Bosch, Leica & Dräger.

培训场所: 万泰机电工业是一家台湾投资的生产制造型企业, 为汽车、机械和医疗设备行业提供车削件和铣削件。国际客户包括博世、莱卡和德格尔。



Seminar language:
Chinese

Target group:
Chinese purchasing managers without or with limited technical background in metal parts.

! Special !
Training includes live technical demonstrations at supplier site

课程语言:
中文

目标群体:
金属件背景知识缺乏或有限的中国采购经理。

! 特设!
供应商生产场所现场技术示范

Organized by Germany's leading buyers association
由德国最大的采购协会组织



In cooperation with
合作伙伴

SOURCE it
Mumbai • Shanghai • München

Trainer profiles 培训师简介



Victor Yang / 杨慧
During more than one decade of working experience as engineer for world renowned T1 suppliers, such as Sofima and Fiscosa, Mr. Yang has been responsible for auditing and developing local chinese suppliers. Mr. Yang joined sourceit in 2008 and is a trained Lead Auditor for ISO/TS 16949:2002. He holds a BA in process engineering. 在获得机械工艺制造学士学位后, 杨慧加入了外资 T1 汽车工厂。在十年工作经验中, 杨慧主要负责审核工厂和发展中国供应商成为世界著名的 T1 供应商。2008 年, 他加入了索斯特 (上海), 是受过培训的 SO/TS 16949:2002 高级审核员



Judith Jiang / 江瑞华
Ms Jiang has worked in the construction industry and for international management consulting companies such as Abacus / Management Engineers. She joined sourceit in 2005 and is responsible for the supplier selection and supply-market research. Ms. Jiang holds a BA of International Trade (Shanghai) and a BA in HR Management (Auckland, New Zealand). 在上海毕业于工业贸易专业并在新西兰获得了人力资源管理学士学位后, 江瑞华在建筑业领域和国际咨询管理公司中积累了工作经验。于 2005 年加入索斯特 (上海), 现负责供应商选择和供应商的市场研究工作。

2 Day Agenda / 2 天课程安排

Time (both days): 09.00am - 05.00pm

时间: 每天上午 09.00 - 下午 05.00

1. International quality requirements and impact on low cost country sourcing /

国际质量要求对低成本国家采购的影响

2. Production technologies for metal parts:

Overview / 金属产品生产工艺

- Forming / 冷锻
- Casting / 铸造
- Machining / 机加工
- Production clusters in China / 主要生产基地

3. Key cost drivers: Selection criteria for cost-optimized production /

主要成本动因: 生产成本优化的选取标准

- Material / 材料
- Part geometry / 产品形状
- Tolerances / 公差
- Physical properties / 物理性能

4. Focus & Praxis Topic: Machining of metal parts /

重点论题: 金属件的机加工

- Turning / 车削
 - Manual lathes 手动车床
 - Curve controlled 凸轮机
 - Multi-spindle equipment 多轴设备
 - CNC machines 数控中心
- Milling / 铣削
 - Vertical machining centers / 立铣中心
 - Horizontal machining centers / 卧铣中心
 - Decision criteria for choosing the right production equipment / 正确生产设备选取的判定标准
- Cost-Drivers in China / 成本动因在中国
- Machine-hour rates / 机器生产成本
- Overhead costs / 间接成本
- Technological level of Chinese suppliers / 中国供应商技术水平
- Cost-Breakdowns / 成本分析

5. Supplier assessment / 供应商评估

- Sampling / 打样
- Social / Management audit / 社会责任/管理审核

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Participation Requirements

- **Registration Fee:**
3,900 RMB per person
- **Early Bird Discount**
3,315 RMB per person for registrations five weeks prior to the training (15% off from standard price)
- **Discount for Multiple Participants:**
2,925 RMB for each additional participant per company (25% off from standard price)
- **Registration fee includes:**
Training material, lunch and two coffee breaks per day
- **Cancellations:**
Please note that a service fee of 1,200 RMB will be charged for cancellations received two weeks prior to the event or earlier. For later cancellations the total registration fee will be payable, as well as in case of non-participation

Assistance available for hotel bookings in Kunshan

报名要求

- 注册费:
每位 3,900 元人民币
- 早期注册优惠
课程开始前 5 周注册者可享受每位 3,315 元人民币的优惠价 (标准价格 15% 的折扣)
- 多人注册优惠:
同一公司多人注册, 第二位开始可以享受 2,925 元人民币的优惠价 (标准价格 25% 的折扣)
- 注册费包括:
培训材料、午餐以及每日两次茶歇
- 取消注册:
请注意: 课程开始前两周或更早取消注册者, 我们将收取 1,200 元人民币的服务费。课程开始前两周内取消注册或注册后未参加课程者, 注册费将不予退还。

我们也可提供昆山酒店的预定服务

The Partners



BME – the German Association Materials Management, Purchasing and Logistics- was founded in 1954 and today has over 7.000 members, including Fortune 200 companies and SMEs. As a leading European buyer association, BME provides know-how transfer and services for procurement and supply chain management. BME's own academy is Germany's largest procurement training provider. BME's Shanghai office opened in 2008.

合作伙伴



BME – 德国联邦采购物流协会 - 成立于 1954 年, 迄今已拥有 7.000 名会员, 包括财富 200 强以及中小型企业。作为欧洲领先的采购协会, BME 可提供知识转移和采购及供应链管理的相关服务。BME 自有的教育学院是德国最大的采购培训提供者。BME 上海办事处成立于 2008 年。



With offices in Shanghai, Mumbai and Munich, sourceit supports companies with the integration of Chinese and Indian suppliers into the global supply chain on all levels of the procurement process. sourceit does not only consult in strategic questions such as market analysis and risk management. As a full-service-provider we also work on a tactical level to certify suppliers and negotiate framework contracts. Additionally, we provide end-to-end management of the entire operative purchasing process, including expediting and cargo-inspections.



sourceit 在上海, 孟买和慕尼黑设有办事处, sourceit 为企业在采购流程中处于不同级别的中国和印度供应商与全球供应链融为一体提供支持。sourceit 不仅对市场分析和风险管理等战略问题提供咨询, 作为一家全面服务的提供商, 我们还在战术层面对供应商进行核证以及合同的谈判。此外, 我们还提供整个采购操作流程端到端管理的服务, 包括跟单和验货服务。

Contact and Information

Steffi Xu, Operation Manager, BME Shanghai
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联系信息

徐艳艳, BME (上海) 营运经理
电话: +86 21 61498271
电子邮件: steffi.xu@bmenet.asia

Registration Form / 注册表

Please complete with participant information and fax or email to: +86 21 6149 8101 / steffi.xu@bmenet.asia

请填写参加者信息后发送传真或电子邮件至: +86 21 6149 8101 / steffi.xu@bmenet.asia

Name, First Name / 姓名

Company / 公司

Position / 职位

Street/P.O. Box / 地址

E-Mail / 电子邮件

Postal Code, City / 邮编及城市

Phone / 电话

Mobile / 手机

Place, Date / 地点及日期

Signature / 签名

Please choose training date:
请选择课程日期:

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