

The exclusive supplier platform of one of the largest associations of purchasing in Europe



**BME** *QualitySourcing*.com



[www.bmequalitysourcing.com](http://www.bmequalitysourcing.com)

Technology Partner:



Cooperation Partner:



## Become a member of the exclusive and global supplier database

Registered *BMEQualitySourcing.com* members reach more than 10,000 high potential customers in Germany, Austria and Europe – directly and efficiently. The BME\* (Association Materials Management, Purchasing and Logistics Germany) is one of the leading and most powerful purchasing organisations in Europe. BME provides services and information to its members. In partnership with BMÖ, which is the Austrian equivalent of German BME, both organisations represent the largest and leading companies in their respective countries, that cover a significant share of the industrial procurement volume in their domestic markets.

With *BMEQualitySourcing.com*, you now have the opportunity to present yourselves directly to the members of BME and the Top-Buyers in Europe. As a supplier, use *BMEQualitySourcing.com* to place your abilities, skills and products on an exclusive, quality-focussed database.

***BMEQualitySourcing.com* \*\* – the select global information platform for BME members, Top-Buyers in Europe and qualified suppliers in China, Asia, CEE and Europe!**

### *BMEQualitySourcing.com* ...



- ✓ ... brings suppliers and purchasers together on an exclusive platform - in an efficient and cost-effective way
- ✓ ... is the basis for new customers, new commissions and successful business relationships
- ✓ ... is more cost-effective, faster and more-effective than trade fairs. Potential customers in Europe are there for you 24 hours a day, 365 days a year!
- ✓ ... is strictly observed by *BMEnet GmbH*, a BME subsidiary

## Reliability and quality – *BMEQualitySourcing.com* is the key to new customers!

### Your advantages as a supplier and member of *BMEQualitySourcing.com*:

- ✓ ... Top-Buyers in Germany and Austria trust BME and BMÖ, as we only collaborate with the “best of breed” suppliers, registering them in the *BMEQualitySourcing.com* database – Become one of them!
- ✓ ... Top-Buyers look for “prequalified” suppliers, covering their needs and demands in industrial and commercial products and services
- ✓ ... Top Buyers use your comprehensive database profile as a serious decision making base for new suppliers
- ✓ ... Top-Buyers use this tool free-of-charge, therefore it enables registered suppliers to address a target group of more than 10.000 customers
- ✓ ... with your registration you will also be integrated in the active supplier databases of the following companies and SupplyON customers: BOSCH, Continental, Schaeffler Group and ZF

### ***BME checks these qualification standards***

- Valid international certificates (ISO 9001, ISO/TS 16949, etc.)
- Successfully completed audits of a German European or Japanese company
- Existing supplier relationships with Germany, Austria, Western, Europe, USA or Japan
- Purchasing Quick-Check by BME or TÜV
- TÜV Rheinland STAR

All criteria are directly verified by the *BMEnet GmbH* in Germany.

## An excerpt of BME- and BMÖ-Members:

Volkswagen, BOSCH, Daimler, Lufthansa, ZF, BMW, ThyssenKrupp, Bayer, BASF, E.ON, RWE, SAP, Bilfinger-Berger, Merck, Sanofi Aventis, Freudenberg, NokiaSiemens Networks, 3M Germany, IBM Germany, Deutsche Post, Deutsche Bahn, Airport Frankfurt, voestalpine, Magna, Siemens Österreich, OMV, AVL-List and also buyers, purchasing managers and general managers of more than 4.000 Small and Midsized Enterprises (SME).



## High-performance tool especially for SMEs for reputable global sourcing support

### SMEs require more transparency of the huge China, ASEAN or CEE markets

#### BME QualitySourcing.com ...

- ... facilitates market entry into Asia or eastern Europe (CEE)
- ... simplifies the qualified market overview
- ... helps in optimizing supplier development processes

## Additional tool for large companies as well for reputable global sourcing support

#### BME QualitySourcing.com ...

- ... supplements their own/self made database-solutions
- ... enables to find new best-in-class suppliers
- ... enhances the comparability within their global or China supplier portfolio

#### Quality assured suppliers:

- Pre-qualified – qualified by BME's well known certification partners to international standards
- Tested – full certification and/or audit by international agency/company
- Well-established – supplier references from buyers, verified by BME

#### Benefit for buyers:

- Free of charge for buyers of BME Corporate Members

## With strong partners for your success

BME QualitySourcing.com creates win-win situations for suppliers – via information and strong partners:

- **SupplyOn AG** is an experienced technology partner
- **BMÖ** – Federal Association of Purchasing, Materials Management and Logistics in Austria
- **WIN5-Corporation** – together with the Government of the Suzhou Industrial Park and the operation corporation partner WIN<sup>2</sup> and ECSIP.com BME QualitySourcing.com identifies and verifies qualified suppliers in the area of Suzhou (China).
- **TÜV Rheinland** (Technical Control Board) supports suppliers in the area of qualification in China



## The TÜV Rheinland STAR rating system

Corporate Governance	★ ★ ★
Social Responsibility	★ ★ ★
Occupational Health and Safety	★ ★ ★ ★
Quality / Customer Teams	★ ★ ★ ★ ★
Environment	★ ★ ★ ★
Information Security	★
Financial Disclosure	★ ★ ★
Brand / Innovation	★ ★ ★
Fair Trade and Competition	★ ★

TÜV Rheinland STAR is a comprehensive company rating covering a broad range of current business challenges. With this third-party assessment, you can present further facets of your strengths besides quality on [BMEQualitySourcing.com](http://BMEQualitySourcing.com) and stand out from the crowd.

The rating is based on an onsite visit ensuring high quality data. The evaluation takes into consideration international guidelines and management system standards and is based on criteria like systematic management approach, performance management, continual improvement etc.

You have the option of being rated against all 9 Dimensions or partially rated against any combination of the 9 Dimensions – depending on what is most relevant to your organization.

## The BME Code of Conduct

The BME Code of Conduct applies to companies of all sizes and industries, providing guidance and advice on law-abiding ethical practice. It is a voluntary code that seeks to put substance behind the interest of the Association Materials Management, Purchasing and Logistics and its members in upholding fair, sustainable, responsible ethical principles of conduct. In this light, the BME Code of Conduct represents a minimum standard, irrespective of the company size or industry. The acceding companies are however at liberty to introduce further codes of conduct with higher requirements of ethical practice.

### Minimum standard requirements

- Firm grounding in the UN Global Compact as a frame of reference
- Obligation to obey laws and statutes
- Prohibition of corrupt practices – designation of a contact person in the case of possible conflicts of interest – creation of policies for receiving gifts
- Prohibition of cartel agreements – designation of a contact person in cases of doubt
- Prohibition of child and forced labour
- Human rights compliance  
Prohibition of discrimination
- Promotion of health protection
- Promotion of fair working conditions
- Promotion of environmental protection
- Safeguarding trade and company secrets
- Introduction of this Code of Conduct into the supply chain Accession to the AMMPL Code of Conduct



## Company entry on [BMEQualitySourcing.com](http://BMEQualitySourcing.com) for suppliers

The recording and publication of a company's data on [BMEQualitySourcing.com](http://BMEQualitySourcing.com) has a fee for all companies.

### Membership of [BMEQualitySourcing.com](http://BMEQualitySourcing.com) (introductory price):

Monthly fee: 35 EUR\*

Term: 12 months

One-off registration fee: 100 EUR\*

### Chinese companies and subsidiaries of German companies in China:

Monthly fee: US\$ 35\*

Term: 12 months

One-off registration fee: US\$ 100\*

\*All prices plus the statutory VAT. The General Terms and Conditions of BMEnet GmbH apply.

## China, CEE and Asia remain the target markets of tomorrow!

BME is extremely committed to its members in the Chinese market and still sees China as the target market of the future. Since 2006, BME has been working closely with „Int. Sourcing Fair Shanghai“. In 2008 BME opened its own China-office in Shanghai – thus highlights the particular significance of China. Since 2009 BME has also cooperated with Suzhou Industrial Park. For members, buyers and suppliers, BME is a competent local contact.

An international survey, conducted by BME and BMÖ in 2008, shows that CEE-countries are also in the focus of Austrian, German and multinational companies. There was a significant increase in all purchasing activities, especially in countries like Hungary, Czech Republic, Slovakia and Poland compared to traditional buyer markets like France, Italy or Spain. CEE is also attractive for buyers due to its industrial development, quality and logistical services.

**Registered BME *QualitySourcing.com* members receive the “BME Global Sourcing Newsletter” free of charge – including information on the economic situation in the European Union, Asia and on BME and BMÖ members**

## The BME in China – Network and Services for members and buyers



- 2005:** Establishment of lead buyer group in Shanghai area where the German-language purchasing community meets to exchange information from the field
- Since 2006:** Partnership between BME and International Sourcing Fair in Shanghai (ISF)
- 2007:** BME brings 30 German companies together in a joint booth at the ISF
- 2008:** BME's Shanghai office opened  
Establishment of a lead buyer group in Beijing/Tianjin (additional locations in Asia planned)  
Participation of 40 German companies under the umbrella of BME at the ISF; with BME seminars and workshops  
Cooperation with China International Auto Parts Expo (CIAPE), Beijing  
Official cooperation with TÜV Rheinland Shanghai / China
- 2009:** 12 Matchmakings in Beijing and Shanghai  
ISPC and BME start closer cooperation and new platform “Export to Europe”  
New Cooperation-Partner: TÜV Rheinland STAR and WIN5 (Suzhou Industrial Park)

BME (Bundesverband Materialwirtschaft, Einkauf und Logistik)



Our technology and cooperation Partners



Your contact for BMEQualitySourcing.com

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