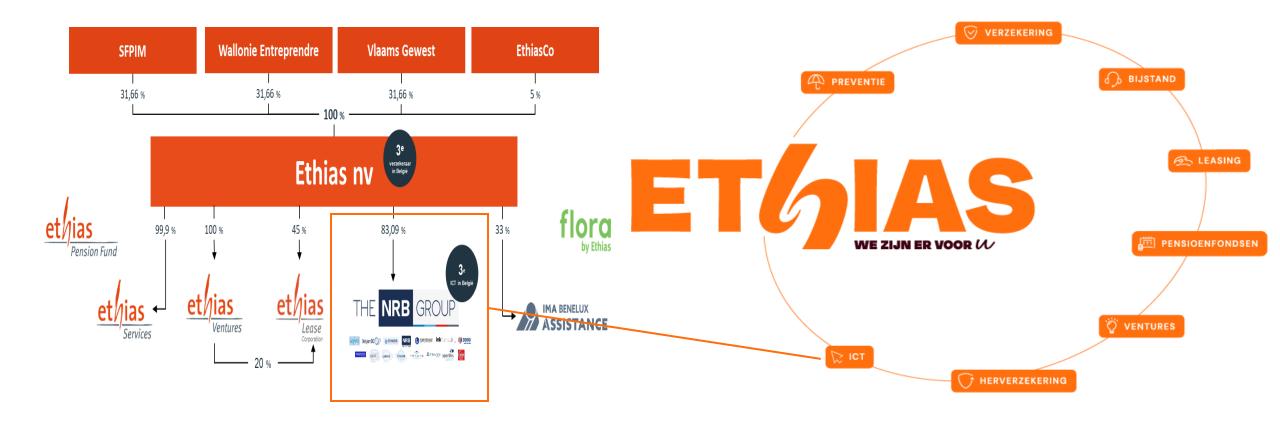
Strategic Sourcing

3 key pillars to build mutual competitive advantage



WE ZIJN ER VOOR ${\cal W}$

SOURCING WITH ... YOURSELF?



BUILDING COMPETITIVE ADVANTAGE

- Manage the war on talent
- **Offer broad career perspectives**
- Increase the speed of innovation
- Leverage a group ecosystem

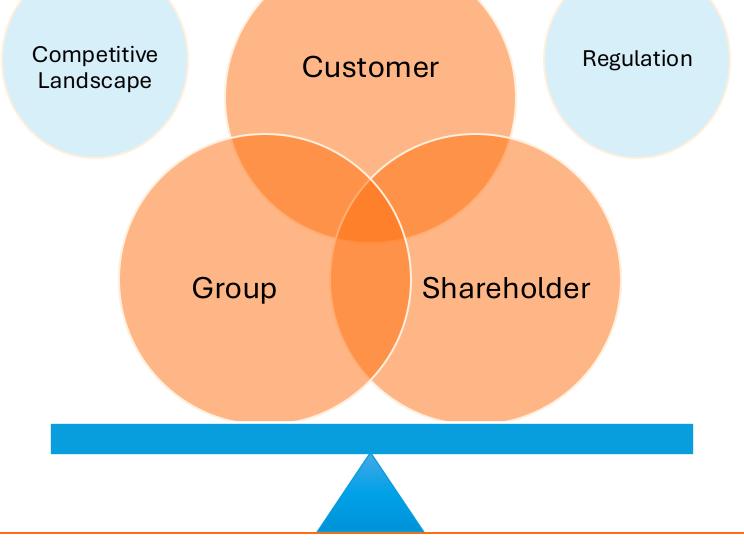
....

Centralise and mutualise Third Party Management

KEY BENEFITS



STRATEGIC³ SOURCING



Strategic Sourcing: 3 key pillars to build mutual competitive advantage

3 PILLARS

6



STRATEGIC ALIGNMENT & FLEXIBILITY

Clear Operating Model

Short decision cycles

Deep business understanding

Win Win mentality and communication

MUTUAL VALUE CREATION



Strategic Sourcing: 3 key pillars to build mutual competitive advantage

TRUST and TRANSPARENCY



Strategic Sourcing: 3 key pillars to build mutual competitive advantage

Ariane Berckmoes

Ariane.berckmoes@ethias.be

ETHIAS