



# Suppliers

Supplier sourcing directory and search engine



Direct suppliers



Alternative suppliers



Cross reference

The Suppliers module in synergy with the Total Materia module gives you precise connections between material specifications and suppliers from all over the world.

## The Challenge

- ◀ Checking for suitable suppliers quickly according to a range of selected materials
- ◀ Coping with price volatility and meeting tight deadlines for material delivery by searching for alternatives in lower cost countries
- ◀ Finding material suppliers in other countries to help coordinate global purchasing activities
- ◀ Improving communication between engineering, purchasing and manufacturing

## The Solution

- ✓ Invaluable communication tool between engineering, procurement and manufacturing
- ✓ Allows a global approach to purchasing and material sourcing in synergy with international cross reference tables
- ✓ Find alternative suppliers at the click of a button through seamless integration with all Total Materia packages

## The Benefits

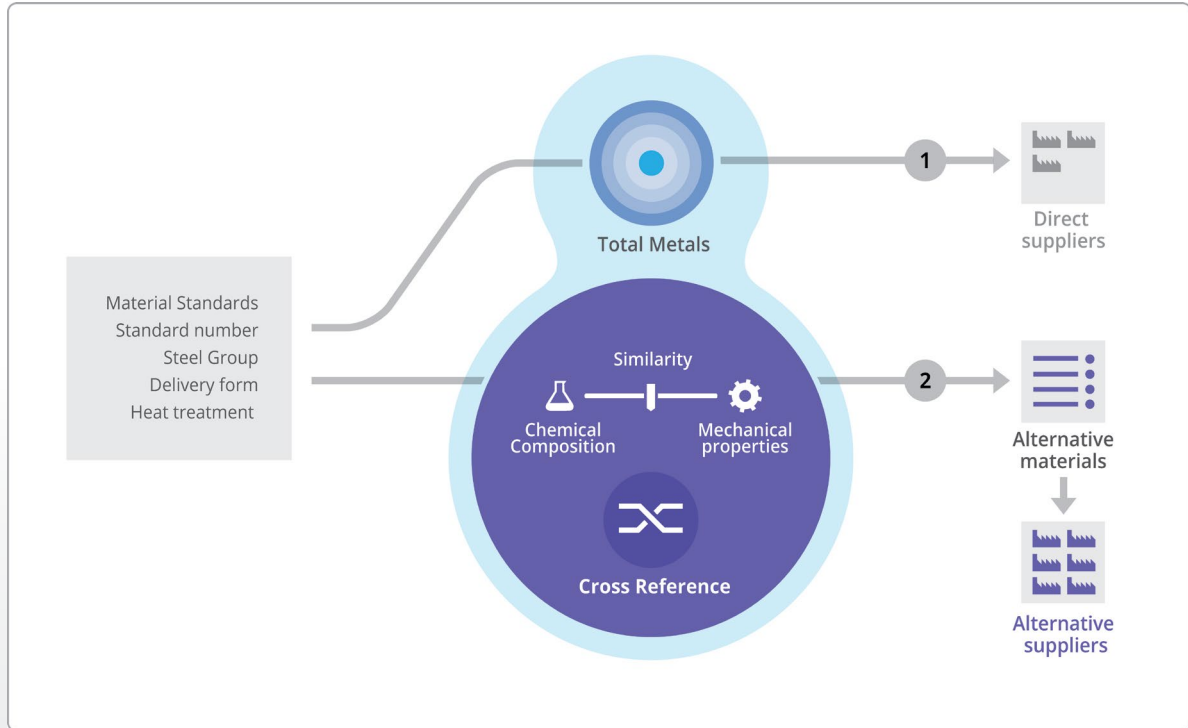
- ◀ Opens new opportunities for cost saving in material sourcing
- ◀ Brings engineering and procurement together
- ◀ Linking materials with suppliers helping avoiding costly errors in the decision making process



Total Materia



Allowing a direct link between materials of interest and finding suppliers across the globe, Suppliers allows for maximized communication and a critical starting point for the purchasing process.



1 - Finding Suppliers Directly, 2 - Finding Alternative Suppliers

**Direct Suppliers for Material**

Country:  Type:

Material / Standard:  Supplier Designation:  Form:  Comment:  Supplier:  Type:

Total Items Found: 20

#	Material / Standard	Supplier Designation	Form	Comment	Supplier	Type
1	Cl 45 / DIN				EuSteel Group Corporation	Producer
2	Cl 45 / DIN		Reels		Stahl + Stahl GmbH Germany	Distributor
3	Cl 45 / DIN		Seamless Rod/Strip		SHV Edelstahlwerkzeuge GmbH	Producer

### Identification of suppliers at the click of a button

Browse, search and quickly find material suppliers from all over the world. Suppliers and their materials are precisely related with designations and standards, in combination with Total Metals and PolyPLUS which holds over 240.000 materials, with an interface as simple as point-and-click.

**Cross Reference Table**

Select standard:

All Identical Official Composition 100% Other Sources Implicit SmartCross?

Select similarity threshold:  50

Chemical Composition (%) Mechanical Properties (%)

Results Found: 21

MATERIAL	COUNTRY / STANDARD	SUBGROUP	SIMILARITY	COMPARE
1.1191	Germany / DIN	DIN 1682 4	1	
1.2053	Germany / DIN	DIN 1682 4	0.98	

### Ultimate search flexibility for alternatives

Look for alternative materials by using worldwide unique, patented technology for finding equivalents by chemical composition and by mechanical properties and any combination thereof. You can intuitively set the importance level of composition versus mechanical properties and the alternatives are displayed according to their similarity, with a hotlink to the Total Materia Database for detailed properties comparison.

**Material List**

Total Items Found: 20

#	Material / Standard	Supplier Designation	Form
1	1.1191 / PROPERTIES	1.1191	
2	1.2053 / PROPERTIES	1.2053	
3	1.1191 / PROPERTIES	1.1191	
4	1.1191 / PROPERTIES	1.1191	
5	1.1191 / PROPERTIES	1.1191	
6	1.1191 / PROPERTIES	1.1191	
7	1.1191 / PROPERTIES	1.1191	
8	1.1191 / PROPERTIES	1.1191	

### Largest number of countries & languages for cross functional, international communication

Provides a vital tool in communication between departments from engineering to purchasing and with the database covering materials from 63 countries, suppliers from across the world, and a platform that is available in 23 languages, Total Materia provides the complete solution.