



What if you could save money or avoid market pricing volatility for your critical metals purchasing?
What would that be worth to your firm?

MetalMiner™

Aptium Global can arm you with the insight to take control of your metals spend with our MetalMiner™ proprietary analytical solution. Building upon over 50 years of combined global metals sourcing experience, the Aptium Global MetalMiner™ solution provides you with real time market condition and savings strategies for all of your metals and metal services spending. Best yet, the process is designed to be completed in two weeks, preparing you with the data necessary to finalize critical sourcing strategies and take advantage of market opportunities.

The Aptium Global MetalMiner™ sourcing solution provides numerous benefits to small and mid-size companies looking to lower or contain their metal spending.

You can expect

- To come away with a strategic framework to metals sourcing that takes away mystery and chance, putting you in the driver's seat to savings and risk reduction
- Real time market conditions and savings strategies for all metals and related services spending
- A fast approach to providing "MetalMining" insight to the executive team for critical strategic sourcing decisions
- To easily integrate MetalMiner with existing sourcing efforts and programs

What is MetalMiner™?

MetalMiner™ is a proprietary analytical solution developed by Aptium Global that builds upon our vast experience in the metals sourcing business. You provide your company specific metal and related metals services purchasing information (e.g. 12 months of annual company purchasing data), and the solution overlays it with a commodity sourcing capability model to identify the opportunities for cost savings and/or cost avoidance. In addition, MetalMiner™ includes a customized analysis of your metal spend by category and sub-category along with a documented cost savings/cost avoidance strategy for each category, where a cost savings or avoidance in excess of \$50,000 annually is possible.

Within a 2 week time scale from receipt of purchasing data, the MetalMiner™ customized report allows senior executives of small to mid-sized companies the opportunity to efficiently and effectively identify and focus sourcing efforts on high impact metals and related metals services categories.

MetalMiner™ Arms You With

- State-of-the-art spend analysis technology is used to cleanse, sort and categorize all metals and metals services purchase information
- High level assessment of the supply market for each category, main price drivers, degree of fragmentation, domestic/offshore supply, and hedging mechanisms
- A customized report with specific implementable savings strategies for each of the categories in which a >\$50,000 annual savings can be achieved using the results of the Aptium Global commodity sourcing capability model. If no categories generate at least a \$50,000 annual return, Aptium Global will provide savings strategies for three metals and/or metals services categories
- A two-hour teleconference with senior Aptium Global specialists to deliver the results and explore any related sourcing issues

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Why Aptium Global?

- Aptium principals have over 50 years combined global metals sourcing experience.
- A proven track record of metals industry sourcing having sourced materials from some of the world's leading mills including: Alcoa, Alcan, Reynolds, Samara Metallurgical Works, Belaya Kalitva Metallurgical, Hindalco Aluminium, South West Aluminium (China), Fenglu Aluminium, Sual Aluminium, Alprom Romania, Aluar Argentina, Asas Turkey, Bharat Vedanta India, Meta Copper India, and CBA Brazil.
- A wide breadth of metals sourcing knowledge for multiple industries including: aerospace, defense, automotive, liquefied natural gas, shipbuilding, railways, construction, pharmaceutical and earth-building equipment.
- A full range of metals products and services sourcing including: heat treating, semi-finished (painted, anodized, chemically dipped and explosively bonded) aluminum, tool steel, copper strip, bars and wires, screw machine stock, mattress innersprings, castings and forgings, etc.

Ask us how we were able to help the following companies save or contain their metals spending for impressive results:

- Took a precision sheared non-ferrous metal strip requirement and by segregating the underlying commodity priced element from the value add shearing costs, created a sustainable tracking model and negotiated a **23% saving from the value add margin.**
- Restructured the pricing structure for a heat treatment services contract from \$/piece to \$/lb, to allow effective benchmarking with challenger suppliers and achieved **19% savings while retaining the trusted incumbent supplier.**
- Helped a company reduce their exposure to metal price volatility by moving their cut/piece tool steel spend from \$/piece to \$/lb. This forced the supplier to identify the monthly surcharges included in the price so that **savings of 14%** could be secured and the client could negotiate a pass through of the monthly surcharges to their customer base, thereby reducing their exposure to metal price volatility.
- Achieved a **21% saving** on the value-add for two heavy automotive stamping programs. Obtained savings with a limited supply base due to the large press size required.
- Helped a company achieve a **30% total landed cost reduction** and rationalized the supply base by 40% by competitively bidding a \$350k screw machine category from a broad range of domestic and offshore suppliers. Aptium enabled and organized the migration to high quality LCCS suppliers.
- Competitively re-bid in an oligopoly for the supply of electrical Resistance Wires to achieve **average 24% savings**, plus an environmentally friendly lead free alternative coating and by use of alternative alloys a reduction in exposure to nickel content price volatility.

MetalMiner™

Call Aptium Global today at 773-525-9750 to learn more about how the MetalMiner™ Solution can help your company unearth critical metals sourcing opportunities for a valuable competitive advantage.