



**RAINER  
BODENHOFER**

- **Head of Strategic Purchasing Loader Cranes**
- With PALFINGER for 31 years
- Palfinger experience:
  - Purchasing & Logistic Palfinger Krantechnik GmbH
  - Head of Purchasing Palfinger Hebeteknik GmbH
  - Global Strategic Purchasing / Category Lead Buyer



**TOPIC: PALFINGER Purchasing 4.0**

# **PALFINGER PURCHASING 4.0**

## **SUPPLIER DAY 2015**

**RAINER BODENHOFER – HEAD OF STRATEGIC PURCHASING BU CRANE**

**01.10.2015**

**OVERVIEW**  
**CONTENT**

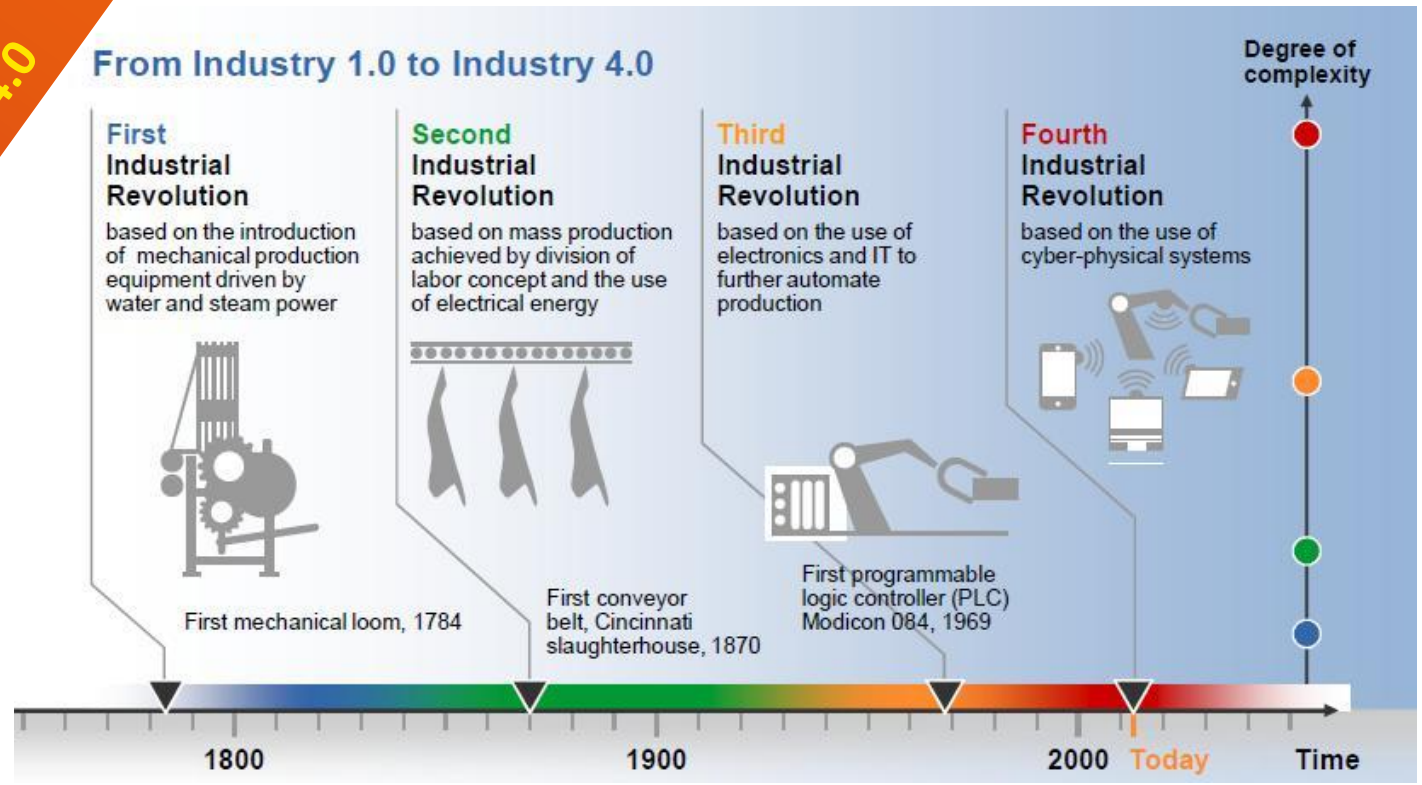
INDUSTRY 4.0 / PURCHASING 4.0

MEANING OF PURCHASING 4.0 FOR PALFINGER

FUTURE EXPECTATIONS PARTNER/SUPPLIER

→ INDUSTRY 4.0 – the 4th Industrial Revolution  
„ we are facing a total digital transformation of the economy“

**PURCHASING 4.0 is a logical consequence of Industry 4.0**



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How far away is Industry 4.0? Does it affect us ??

**→ Industry 4.0 is already available and determines our daily life**

practical examples of Industry 4.0:

- Machines / Printer measure, recognize and order services, spare parts and reparations on it's own.
- Drones deliver goods
- 3D printers produce knee joints for humans and parts for aircrafts
- Completely new business models like Uber and Amazon arise and modify business areas.

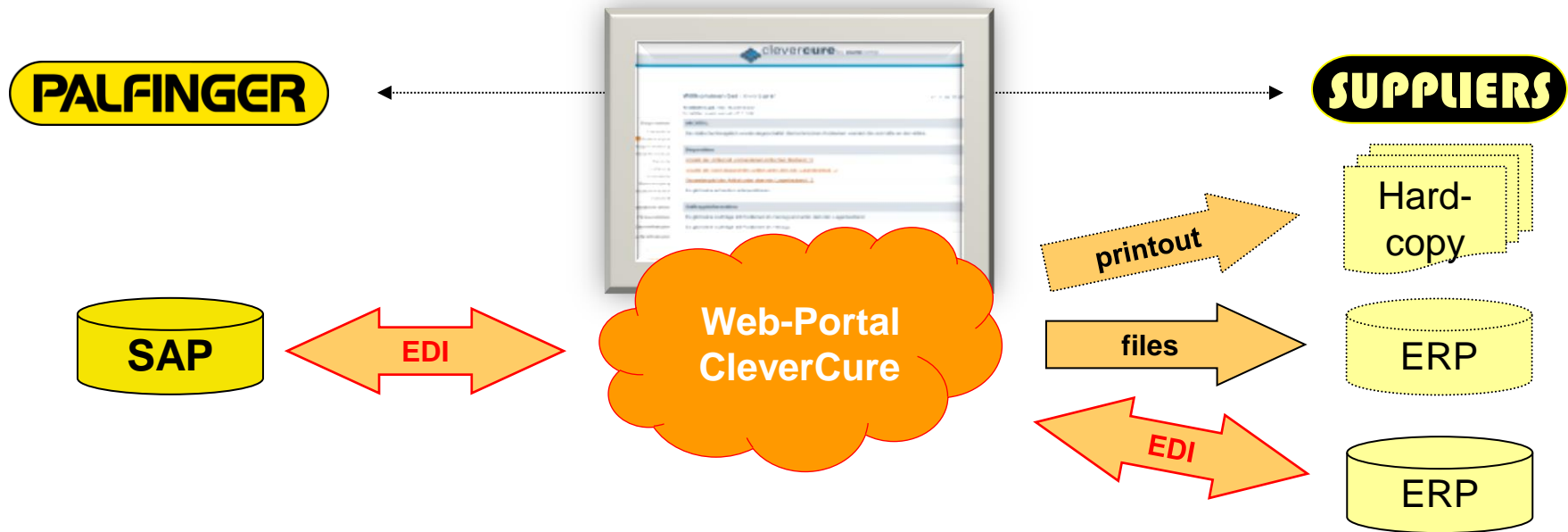
## ➔ MEANING OF PURCHASING 4.0 FOR PALFINGER

- Networking
- BIG DATA
- DIGITISATION
- Increase reactivity
- Process optimization throughout the entire supply chain
- New innovative technologies (i.e. 3D printing)
- New business models / value-adding partnerships
- Change in tasks for purchasing as well for supplier



**Issues such as Clevercure, VMI, EDI ...  
was just the beginning .....**

➔ Are we working against networking or should we use the opportunities?



Why are not using more suppliers the possibility of an EDI interface with optimized processes?

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## PALFINGER expectations on its partners and suppliers in the future



Let us use the digitization

Let us develop innovative technologies / ideas

We must optimize our processes - allow us to consciously changes

Let us learn to live with volatility and to handle this

Networking for the benefit of both parties

Let us secure our competitiveness by Purchasing 4.0



You can choose:

**„PARTNER“** or „supplier“  
of PALFINGER

LIFETIME EXCELLENCE

Thank you for your attention !



LIFETIME EXCELLENCE