



BUFAB

Taiwan 2023

Supplier Day

Bufab 聊天室/BUFAB CAFÉ

Bufab 聊天室分組 /Bufab Café Groups

Group 1: 永續發展與 SBTi 的腦力激盪與執行計畫
Sustainability & SBTi Brain-storming & Actions

Carina Lööf
Sergio Brambila
Jannus Lin

Group 2: 共同合作在台灣市場中獲得最好的市場價值
Collaborate to obtain the best-in-market values
for growth, productivity and reduce cost --- Nordic, East

Maria Göteson
Jarosław Wrzesiński
Max Chen
Jeff Lin

Group 3: 共同合作在台灣市場中獲得最好的市場價值
Collaborate to obtain the best-in-market values
for growth, productivity and reduce cost --- UK, West

Christiaan Cnossen
Adrian Mckay
Emma Chen
Nancy Huang

Group 4: 供應商稽核 (稽核程序與永續發展)
Supplier audits: why they are important and our
expectations to our key partnership/preferred suppliers

Steven Aston
Steven Hseish
Jason Liu
Maureen Yeh

Bufab Café Grouping



組別：1
順序：1>2>3>4

好棒棒螺絲實業有限公司

Best Fastener Industrial Corp.

總經理

王美麗

Bella Wong

General Manager

Bufab 聊天室守則 /Bufab Café rules of engagement

Bufab Café

- Please firstly kindly double check you are in the right group
- Respect time and go to your next group when time is up (**Bell rings**)
- Be open, brain-storm, share your ideas
- Exchange market info, intelligence and creative ideas but please do NOT talk about pricing



Bufab 聊天室 /Bufab Café Group 2 (Nordic, EAST)

Collaborate to obtain the best-in-market values for growth, productivity and reduce cost

Region Nordic:

- Business needs & requirements:
 - ❖ Short & consistant Leadtime, Competitiveness and Total Cost
- What has been good from Taiwan?
 - ❖ Technical support, Relationship
- What needs to be improved?
 - ❖ Leadtime, Deliveryperformance
- Unmet needs?
 - ❖ Stock-keeping in Taiwan
- Business opportunity we can work together to unlock?
 - ❖ Stock-keeping in Taiwan



Maria Göteson

北歐區採購總監/
BU Nordic
Sourcing Director

Growth,
Productivity,
competitiveness
UP

Cost
DOWN



**Jarosław (Jarek)
Wrzesiński**

東歐區採購總監/
BU East
Sourcing Director

Growth,
Productivity,
competitiveness
UP

Cost
DOWN

Bufab 聊天室 /Bufab Café Group 2 (Nordic, EAST)

Collaborate to obtain the best-in-market values for growth, productivity and reduce cost

Region EAST:

- Business needs & requirements
 - ❖ Fast offer, acceptable TCO, prompt realization,
- What has been good from Taiwan?
 - ❖ Flexibility, proper communication,
- What needs to be improved?
 - ❖ LT,
- Unmet needs?
 - ❖ Logistic solutions,
- Business opportunity we can work together to unlock?
 - ❖ Supply chain is not enough anymore – let's go for "value chain"

2023 Bufab Supplier Day



請大家稍事休息。晚宴將稍晚於18:30 開始!

我們在外面的休憩區也備有餐前飲料, 請大家享用

Please take a break and connect. Dinner banquet will start at 18:30
Please now join us for the aperitif in the rest area outside.