



WÜRTH BUSINESS SERVICES

JOURNAL

ISSUE 07 / 2025

FOREWORD

Dear Colleagues,

Welcome to the latest edition of the Würth Business Services (WBS) Journal!

It's that time of the month to highlight WBS services that make day-to-day operations across the Würth Group more effective, precise and connected. This month, we're spotlighting three key areas where collaboration has a direct impact on operational excellence and cost efficiency.

From Purchasing, we feature our work on price conditions review and subcontracting calculations, ensuring transparency in supplier management and enabling data-driven decisions that deliver measurable savings.

In Finance, our teams are driving accuracy and speed through invoice creation and payment run management, helping entities maintain healthy cash flows and smooth vendor relations.

From Q&D, we're showcasing gauge calibration and specification creation, providing critical support to uphold quality standards and compliance across our operations.

And to close the edition, we're sharing quantitative results of the Finance Support Team from the first half of the year. Also, the Purchasing Support Team delivered significant cost savings, underlining how shared services continue to create tangible value.

We hope you find this edition insightful and look forward to supporting your teams in achieving even greater success in the months ahead.

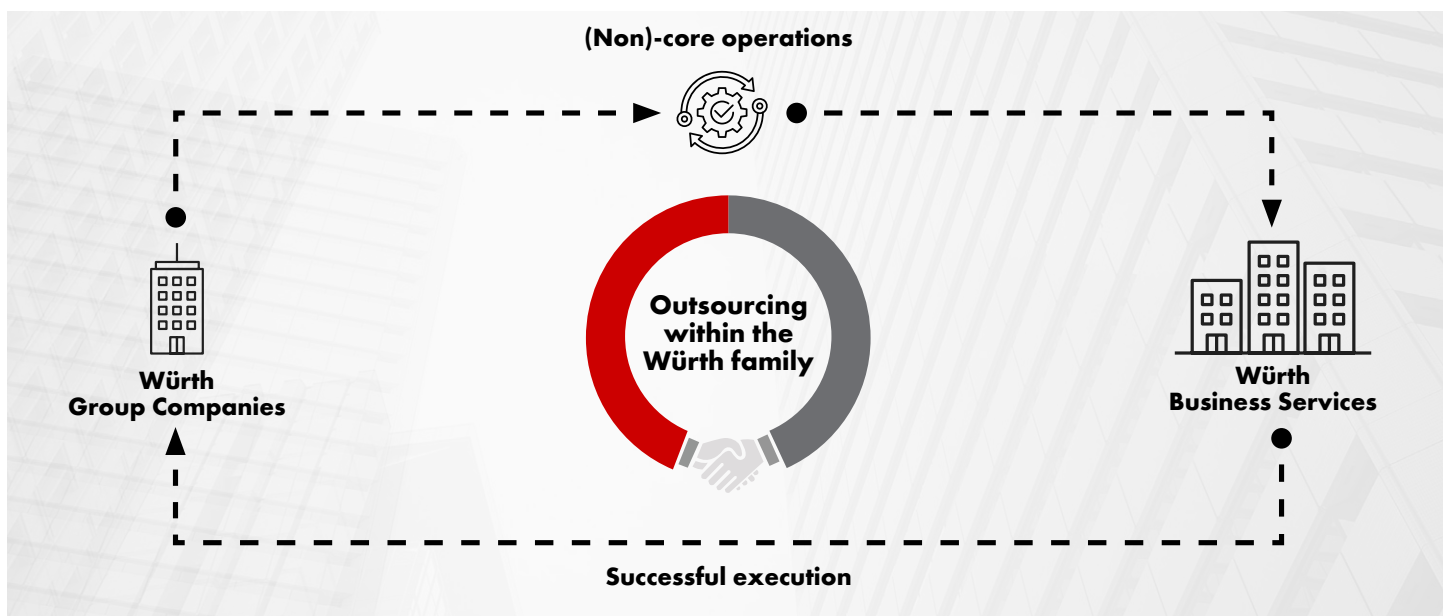
Warm Regards,
Your WBS Team

ABOUT WÜRTH BUSINESS SERVICES

WBS IS THE DOOR TO OPEN

Würth Business Services (WBS) is a shared service provider within the Würth Group. We execute (non)-core tasks for different departments such as Finance, Logistics, Product Article Master, Sales Operations, Purchasing and others. Operating from India, WBS allows you to focus on your core business operations and save time & costs.

CONCEPT OF OUTSOURCING



OUR VALUES



Mutual Trust

Open communication and transparency.



Accountability

Ownership of our support and execution.



Reliability

Streamlined and consistent support to rely on.



Quality

Strict adherence to high-quality standards.

CONNECT WITH US

Get our comprehensive support now and optimize your business operations. Kindly get in touch with us:

Akshay Mastakar (Sales Manager)

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PURCHASING



PRICE CONDITIONS REVIEW

To save costs in procuring articles, the first step is to review the current price conditions. This review helps make informed and data-driven decisions. The Purchasing Team at Würth Business Services executes the Price Condition Review task to determine the difference between the current prices and the old prices. Our team compares the old prices with the new prices of different articles and notes down the variations in the weighted average based on the validity date. Once an email from the suppliers about the

price update is received, the team evaluates the price difference. The total increase in spending with new prices is calculated by reviewing the price difference thoroughly. The next step involves giving updates to the buyers, who are also part of our Purchasing Team. These buyers, on your behalf, can negotiate with suppliers using a professional approach and lower the prices through clever negotiation strategies, consequently, saving costs for you.

SUBCONTRACTING CALCULATION

Determining the total cost of coating the article surfaces is essential for overall cost management. The Purchasing Team at Würth Business Services supports you in calculating this cost and coordinating with different suppliers to obtain quotations. Our team calculates the price for coating of different types of articles along with the average moving prices.

Furthermore, the team coordinates with suppliers and stores the price conditions sent by them in the Enterprise Resource Planning (ERP) system. You can save costs by comparing quotations provided by different suppliers and selecting the appropriate supplier for subcontracting.

BENEFITS OF PARTNERING WITH WBS

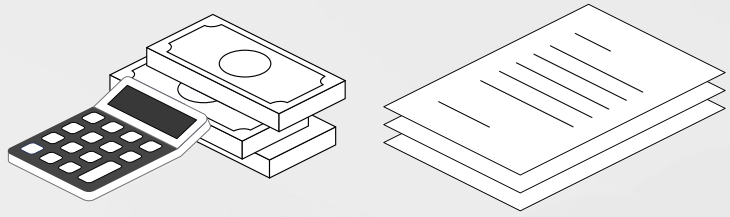
- ✓ Save costs by comparing quotations from different suppliers
- ✓ Save time required for subcontracting calculations and supplier coordination
- ✓ Focus on core operations
- ✓ Flexible process execution as per individual setup



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Leverage our expertise and experience in executing different Purchasing-related processes and focus on core operations. Kindly get in touch with our representative.

FINANCE



INVOICE CREATION

Creating the correct invoices and generating the unique invoice number facilitate financial transactions. The Finance Team at Würth Business Services supports in creating accurate invoices with the Invoice Creation process. In this process, our team receives details such as order number, delivery date, amount, quantity, email address and others through email from you.

Based on your request, the team enters all the details in the Enterprise Resource Planning (ERP) system. Our team again verifies if the received details and entered details in the ERP system match. Upon successful verification, an invoice with the unique invoice number is created.

PAYMENT RUN

Making timely payments to vendors strengthens relationships and helps manage cash flow effectively. The Finance Team at Würth Business Services assists you in making timely payments by carrying out payment runs. Our team checks the details, such as due date, invoice number, amount, currency, bank information and others, mentioned in due invoices

by accessing your authorized finance portal. Then the bulk payments are made to the vendors with due payments using this finance portal itself. The team carries out the Payment Run based on the pre-decided schedule to ensure timely payments to vendors. With timely payments, you can negotiate with vendors and avail discounts on the next orders.

BENEFITS OF PARTNERING WITH WBS

✓ Assistance to generate a high volume of invoices

✓ Focus on core financial operations

✓ Make timely payments to vendors

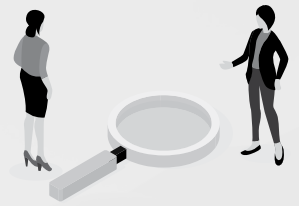
✓ Flexible process execution as per individual setup



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For availing support for different Accounts Payable and Accounts Receivable processes, kindly get in touch with our representative.

QUALITY & DESIGNING



GAUGE CALIBRATION

The calibration of gauges is necessary for maintaining the accuracy and reliability of measurements. While executing the Gauge Calibration with the help of third-party calibration providers, there needs to be a seamless coordination between your company, branch quality personnel and the selected third-party calibration provider. The Quality & Designing Team at Würth Business Services takes the responsibility of coordinating with all the stakeholders seamlessly. Our team determines the gauges that need calibration and develops the calibration schedule. Then the

team contacts your trusted and selected third-party calibration service providers for availing a quotation. In the next step, our team coordinates with the branch quality personnel of your company and facilitates the shipment of gauges to the location of the selected service provider. The service provider carries out the calibration process. Once it is completed, our team avails certificates and detailed reports for the calibrated gauges and ensures rapid delivery of calibrated gauges to your branch location.

SPECIFICATION CREATION

A specification sheet contains detailed information about the product and helps the user understand the product thoroughly. The Quality & Designing Team at Würth Business Services creates a specification sheet based on product specifications and information mentioned in the Enterprise Resource Planning (ERP)

system. Our team receives the template from you and enters the information from the ERP system in the template to create a specification sheet. Then the team sends the created specification sheets to you through email.

BENEFITS OF PARTNERING WITH WBS

- ✓ Eliminate the need to manage multiple communication channels
- ✓ Meet the specification and compliance requirements
- ✓ Save time in creating specification sheets based on the template
- ✓ Flexible process execution as per individual setup



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For availing support for different Quality & Designing-related processes, kindly get in touch with our representative.

EXTRA MILE: EXCEPTIONAL COST SAVINGS BY OUR WBS PURCHASING TEAM



Adding value to our customers' businesses is what we practice every day at Würth Business Services (WBS). With this value-added approach, we not only support customers in deciding the best supplier among different suppliers but also go the extra mile in negotiating with suppliers to procure materials at lower costs. The Purchasing Team at WBS overcame the challenges

faced by one of our esteemed customers, such as rising material costs, tight timelines, import duties and others, by rethinking the traditional procurement strategies. The team had been implementing a multi-faceted strategic approach for sourcing and negotiations to overcome these challenges.

The team went the extra mile by analyzing the current price trends, benchmarking the prices and ensuring transparent communication with suppliers. By implementing different negotiation strategies, the team availed volume discounts, waived the restocking fees for returned articles and also explored alternative sourcing options when needed. One of the cost-saving strategic approaches included import duty optimization. In this approach, the team explored the supplier manufacturing capabilities in alternative countries that have lower import duties as compared to others. Furthermore, our team determined the supplier websites that offered additional discounts for placing Purchase Orders (PO) online. All of these strategies led to significant cost savings for the customer.

Our WBS Purchasing Team achieved substantial cost savings of nearly CAD 116,000 in 2023, CAD 106,000 in 2024 and CAD 61,000 during January-April 2025.

In addition to these strategies, the Purchasing Team at WBS focuses on maintain long-term supplier relationships. Our team reaffirms its commitment to delivering beyond expectations by going the extra mile and looks forward to forming a strong & collaborative partnership with customers.

#WEMAKEITEASY



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Leverage our expertise and experience in different Purchasing operations and improve the speed of operations. Kindly get in touch with our representative.

NUMERIC WBS

151,360

**INVOICES VERIFIED IN THE ERP SYSTEM BY
WBS FINANCE SUPPORT TEAM
DURING
JANUARY-JUNE 2025.**

HIGHLIGHTING



**UNWAVERING
COMMITMENT
TO CUSTOMERS**



**MAINTENANCE
OF THE HIGHEST
ACCURACY**

WANT TO KNOW HOW WE CAN HELP

**ACCELERATE FINANCIAL OPERATIONS
FOR YOU?**

GET IN TOUCH: contact-wbs@wuerth-industrie.com

WBS SUPPORTFOLIO

OUR INDIVIDUALIZED SERVICE PORTFOLIO AT A GLANCE



FINANCE

With an extensive service portfolio under the Accounts Payable and Accounts Receivable departments, our competent and well-trained Finance Team helps accelerate accounting processes and enable efficient financial management for your business.



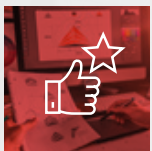
PURCHASING

Ranging from material requirement planning to pricing & sourcing, our Purchasing Team executes many (non)-core as well as major tasks to help you ensure a smooth procurement process while saving costs.



PRODUCT ARTICLE MASTER

With a comprehensive service portfolio, our Product Article Master Team aims to manage article data, maintain product hierarchies and ensure smooth data management while you focus on core operations.



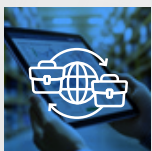
QUALITY & DESIGNING

To ensure the highest quality standards and compliance with regulations, our Quality & Designing Team supports in maintaining error-free documentation, certifications and drawing specifications along with solving quality issues.



BUSINESS SUPPORT

Ranging from market research & support for human resource operations to SEO & translation services, our Business Support Team helps handle different (non)-core operations, connect with your target audience and provide leads to optimize the possibility of sales conversion.



SALES OPERATIONS

Aiming to help your sales teams reach their highest potential and accelerate operations, our Sales Operations Team handles (non)-core operations ranging from booking sales orders and creating daily reports to processing backorders and S&O customer management.



LOGISTICS

Catering to various logistical operational needs and ensuring smooth operations, our Logistics Team executes different (non)-core tasks ranging from transport damage management & documentation to determining country of origin and shipment tracking.



E-LEARNING AND GRAPHICS

Würth Business Services specializes in Digital Learning and Design, delivering innovative digital solutions such as E-Learning modules and Learning Videos to enhance engagement and knowledge retention.

WÜRTH COMIC



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