

Nicolas' main contributions	USD	\$567,660	12%	\$83,900
Procurement, Quality & Supply Chain	AUD	\$594,408	12%	\$87,853
<i>in thousands of dollars</i>				
	Year	Portfolio	Savings %	Savings \$
Procurement Cost savings				\$38,000
<i>Philips French headquarters</i>				
Indirect procurement contracts	1995	\$18,000	12%	\$2,160
Indirect procurement contracts	1996	\$20,000	8%	\$1,440
<i>Philips Car systems (competence center)</i>				
Electronic components	1997	\$14,000	5%	\$700
<i>HP Desktop division (headquarters)</i>				
Keyboard price	1998	\$42,000	36%	\$15,000
Keyboard price	1999	\$31,500	33%	\$10,500
Keyboard price	2000	\$22,800	25%	\$5,700
Keyboard price	2001	\$16,000	13%	\$2,000
<i>Cotecna (Shanghai)</i>				
PSI subcontractor fees	2007	\$5,000	10%	\$500
Supply Chain Cost savings				\$25,900
<i>HP Asia Pacific Supply Chain</i>				
logistics costs (only) all PC products	2004	\$135,200	15%	\$20,400
Monitors VMI inbound costs	2005	\$8,160	36%	\$2,900
Direct shipments AU/NZ/KR notebooks	2005	\$15,000	17%	\$2,600
Quality Cost savings				\$20,000
<i>HP Desktop division (headquarters)</i>				
<i>point of failure rate reduction</i>				
Keyboard quality savings	1998	cf above	1.0%	\$4,000
Keyboard quality savings	1999	cf above	1.5%	\$6,000
Keyboard quality savings	2000	cf above	0.6%	\$2,400
Keyboard quality savings	2001	cf above	0.1%	\$400
<i>HP Desktop division (Hong Kong)</i>				
<i>nb of quality crisis reduction</i>				
PC Chassis quality savings	2002	\$240,000	90%	\$7,200

Updated July 2008

©Nicolas Binse