

e-SP2 Concept

e-Selling & e-Procurement Service Provider(s) (e-SP2) is an Innovative Idea.

In this concept, e-Selling, and e-Sourcing / e-Procurement is outsourced by Industry / Companies to experts outside their organisations in line with their Strategy. The goal of the Industry is to retain the existing 'edge' definitely, but still fine-tune 'input costs' with a view not to get 'edged-out' in the emerging environment of globalisation and liberalisation. This helps in making Selling and Buying Processes highly competitive.

e-Platforms, if managed well, are a great support to the e-SP2 Executives. These are professional platforms. The e-SP2 Executives can operate on these platforms freely in their own time, and from the place of their own choosing.

e-SP2 is a very strong business working for retired personnel, self-employed executives, freelance professionals, consultants, etc.

In this concept, the e-SP2 identifies a 'cluster of industry' in his area of operations, and undertakes responsibility to support them as an outside agency for its selling, marketing & procurement functions utilising our Platform <http://www.freemarketsdefence.com/> . e-SP2 can also conveniently support the Uniformed Forces utilising this Platform. In the process, e-SP2:

- **Develops a Consortium of SMEs from India and Abroad in Aerospace-Marine-Defence Sector. This Consortium could be supported for participation in offset projects globally in these Segments both for Direct and Indirect offsets.**
- **Guides SMEs through the qualified vendor registration processes for the supply chains of major Aerospace-Marine-Defence firms.**

The e-SP2 works out commercial terms directly with the supported industry. It becomes his stable and recurring business.

Please also visit my Blog www.FreeMarketsDefence.blogspot.com for more details.

How the e-SP2 compensates Us for the Support provided, can be discussed one-to-one and will be based on case-to-case basis? You are welcome to seek more inputs by writing to Us on info@svipja.com

Brigadier (Retired) Sukhwindar Singh

Promoter: 'e-SP2 Concept'

<http://www.svipja.com/>