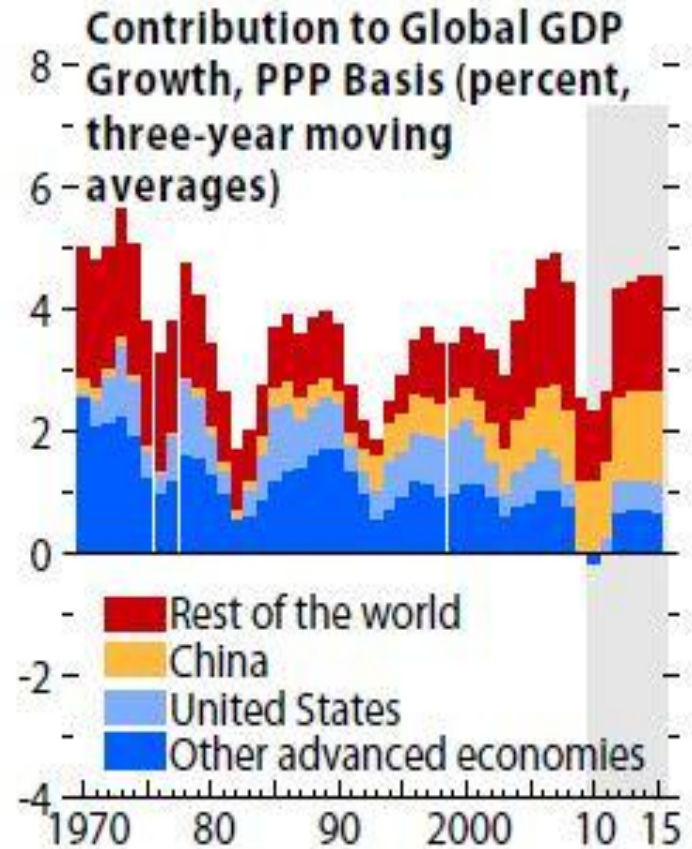
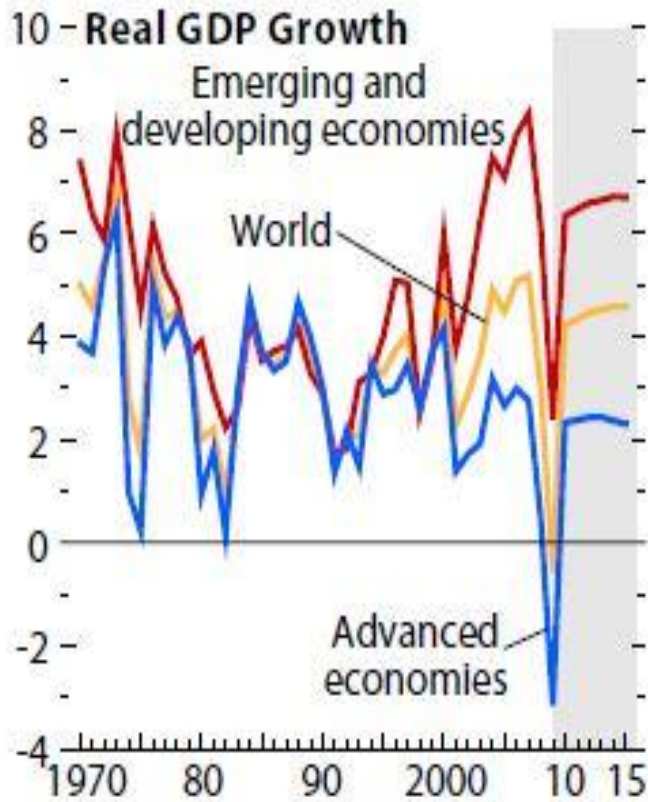


# Globalization: Buying and Selling in Global Markets

Essential for Business  
**Survival & Success**



# Global GDP



Source: IMF staff estimates (World Economic Outlook April 2010 Rebalancing Growth)



# Why it is critical for minority owned firms?

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- Value Chain Adjustments
- Global Competitiveness
- New Emerging Customers

For sake of time only few items are highlighted

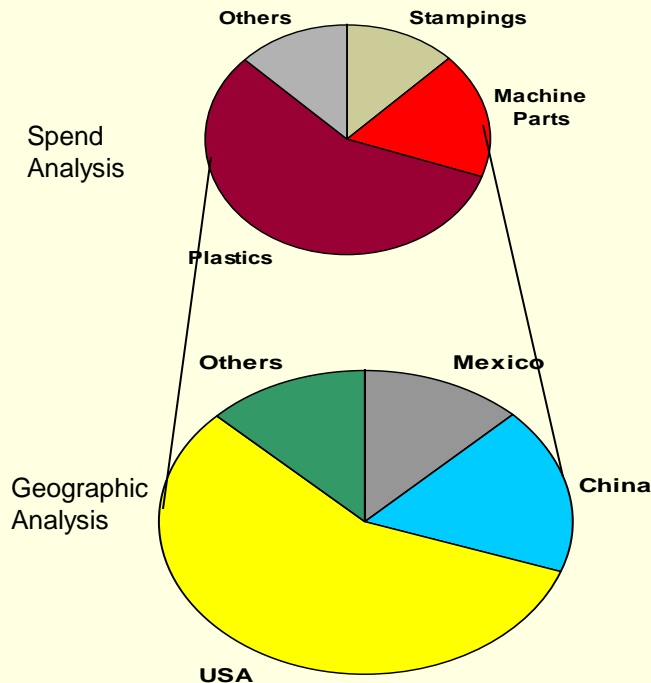


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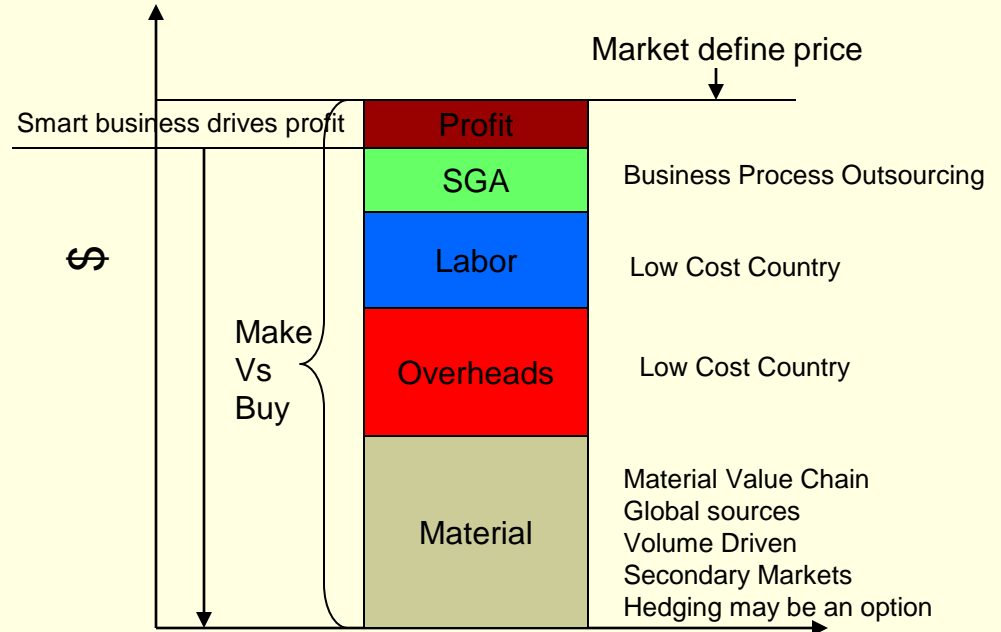
*Procurement & Supply Chain Professionals  
Executing at Global Level*

# Best Place to Buy Phenomena:

## MACRO FACTORS



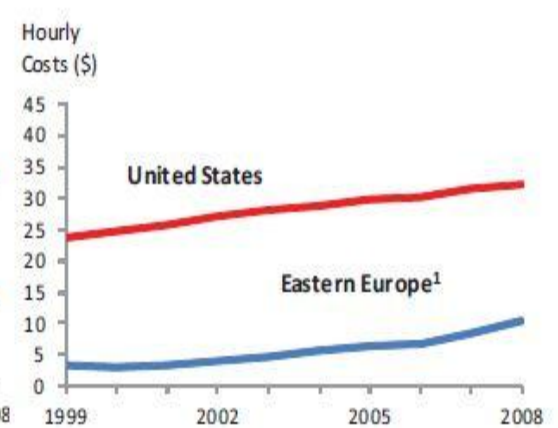
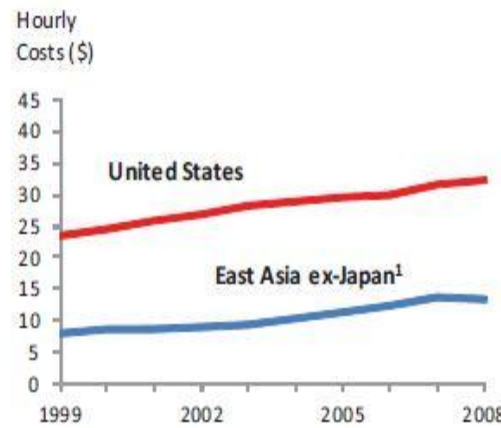
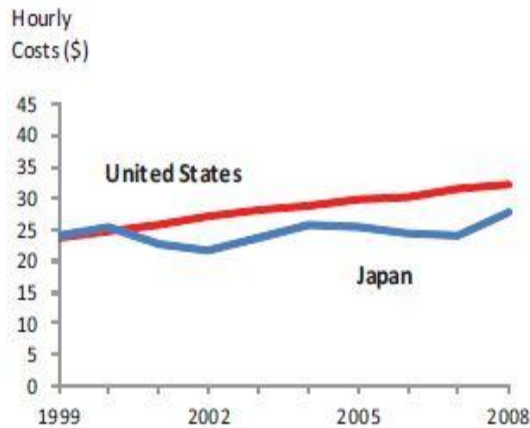
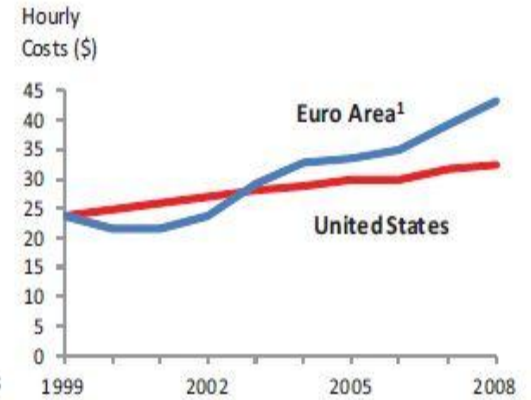
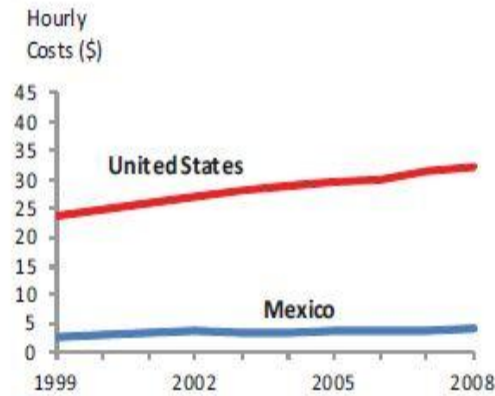
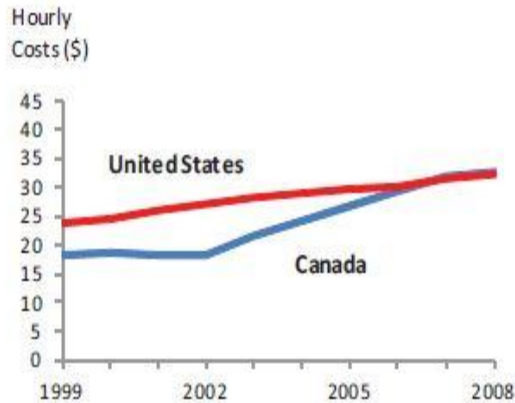
## MICRO FACTORS



Global competition is driving globally adjusted pricing based on best place to buy every product and service



# Labor Cost Trends



<sup>1</sup>Trade-weighted average



# Labor Cost Trends

## China: Hourly Compensation Costs for All Employees in Manufacturing, 2005-2008

Year	National currency basis (Yuan)	U.S. dollar basis (US\$)	Index <sup>1</sup> (United States = 100)
2005	5.95	0.73	2.4
2006	6.44	0.81	2.7
2007 <sup>2</sup>	8.06	1.06	3.4
2008	9.48	1.36	4.2



# Labor Cost Trends

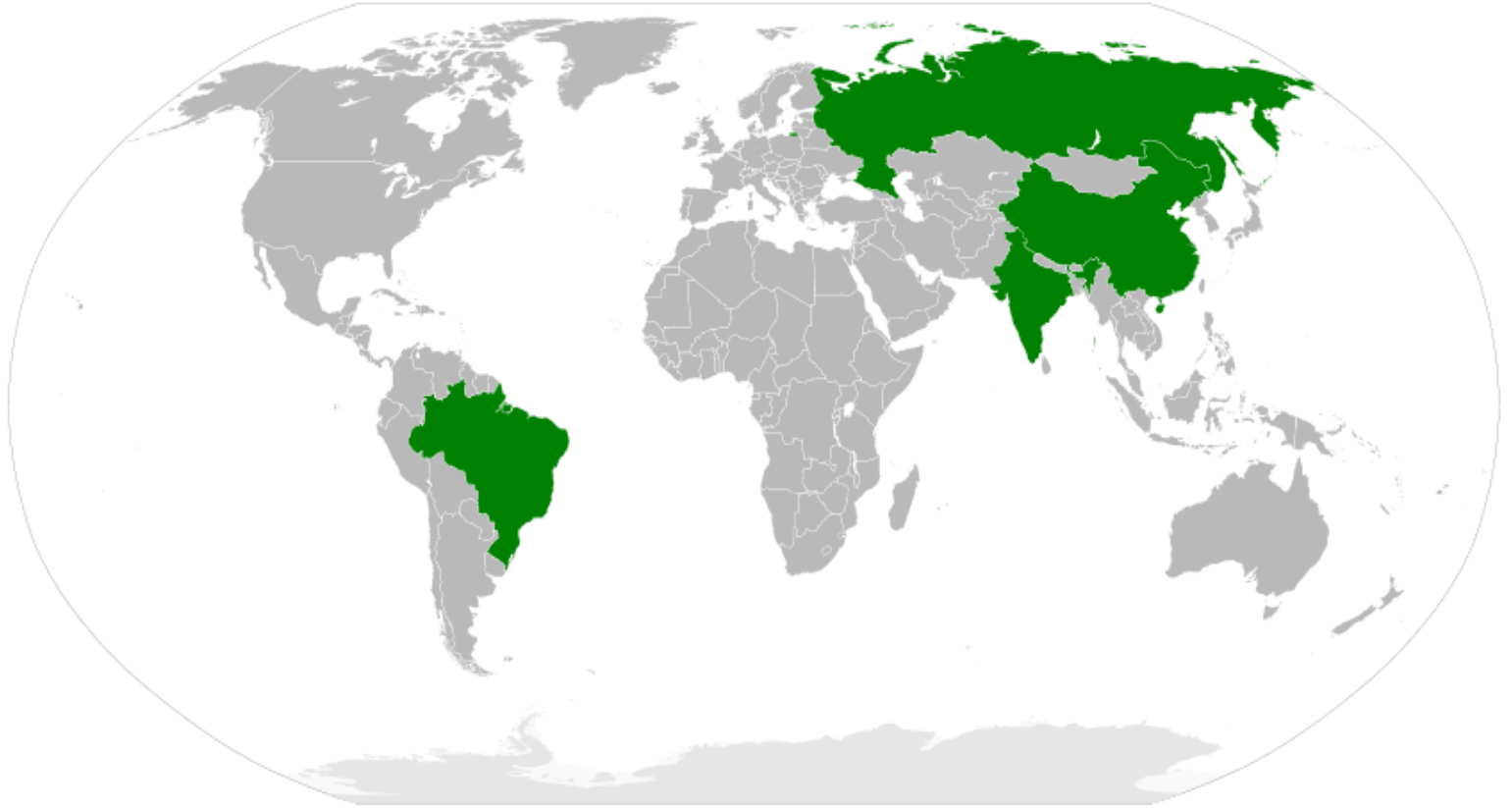
## India: Hourly Compensation Costs for All Employees in Manufacturing, 2003-2005

Year	National currency basis (Rupees)	U.S. dollar basis (US\$)	Index <sup>1</sup> (United States = 100)
2003	37.68	0.81	2.9
2004	38.55	0.85	2.9
2005	40.02	0.91	3.1



# BRIC: General Discussion

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# How to Globalize:

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## Options:

- Identify Core vs. Non Core
- Globalize your Supply Chain
- Ask Existing Global Customers to award you business in emerging markets
- Partnerships with companies in emerging markets
- etc





# **Horizicon International Inc.**



[www.horizicon.com](http://www.horizicon.com)

## **We provide services for both corporate and minority owned companies:**

- Help corporate clients to set up objective supplier diversity organization
- Study the effectiveness of diversity initiatives (R/Y/G) & advise on how to make Socially Responsible Competitive Business Decisions
- Review Minority Suppliers in bid list and source ability issues
- Help MBE (Minority Business Enterprise) become more competitive in winning business deals (Mentored Program)
- Help MBE (Minority Business Enterprise) to expand their supply chain globally

Our tools helps Customer and MBE to strengthen their relationship by  
[Socially Responsible Competitive Business Partnership](#)





# **Horizicon International Inc.**



[www.horizicon.com](http://www.horizicon.com)

## **Executive Bio: Waqas Sherwani President & CEO**

Mr. Sherwani is a strategic purchasing professional. His global operating experience and deep cultural Understanding of emerging markets have resulted in various successful global assignments including setting up international operations and smooth transition of products to Low Cost Countries like India, China, Malaysia etc.

Recently he was engaged in purchasing transformation of three portfolio companies of a Private Equity Group, he led all these three companies meeting there strategic objectives including globalizing the company, significant cost reductions, quality, delivery and working capital improvements. Due to Mr. Sherwani outsourcing efforts these companies were able to optimize their Manufacturing footprints.

Prior to this assignment with Private Equity portfolio companies, he was employed with General Motors for nine years in various positions culminating as Global Director of Purchasing, with purchasing P&L responsibilities of \$7 billion. Mr. Sherwani received an undergraduate degree in mechanical engineering from the University of Engineering and Technology, an M.S. degree from Wayne State University and an M.B.A. from the University of Michigan

