



Mission: "Decades of experience and tacit knowledge at the customer's service – practical and result-oriented through services and training"

APJN Consulting offers expert services and support to companies aiming to enhance their procurement processes, strengthen partnerships, and improve international competitiveness.

Extensive Procurement Expertise

Over 40 years of experience in tasks, which support project procurement and international contract management. Development and management of subcontracting networks, supplier classification and strategic sourcing and partnership models.

Strategic and Operational Support

Operational procurement services, project management support, and practical procurement optimization. Optimization and coaching of technical-commercial procurement processes.

Sales Support for International Suppliers

Targeting to Finnish Customers. International collaboration, sales assistance, and building sales networks. Tailored services according to customer needs.

Procurement and Contract Training

Practical training packages for technical procurement professionals. Topics tailored to your company's needs.



Procurement Services and Project Management strategically

Strategic and practical services/support for procurement partnerships and subcontracting development:

- Subcontractor classification
- Partnership strategies and benefits
- How to develop partnerships and create win–win situations
- Partnership agreements
- Measuring partner performance and benefits

Strategic and practical services/support for operational procurement:

- Operational procurement services and project management tailored to needs and risks
- Procurement implementation methods for various project situations and procurement materials
- Contract strategies
- Use of low- cost countries and related risks
- Risk management, claims, and final settlement



Combining technical and commercial procurement content – From RFQ to Implementation

Practical service aligns technical and commercial RFQ and contract materials with the chosen procurement strategy, minimizes risks in the selected contract type, and ensures contractual execution.

RFQ and Contract Preparation

- Agreeing on the procurement strategy, integrating technical and commercial RFQ materials and sending RFQ
- Communication rules and risk management during RFQ and contract preparation

Evaluation and Partner Selection

- Technical and commercial evaluation of the quotation
- Selection of negotiation partners

Contract Negotiation and Drafting

- Leading negotiations, reviewing contract documents, internal communication rules
- Reviewing the draft contract, payment milestones, invoicing, bank guarantees
- Bargaining ground rules and ja risks, finalizing the agreement

Execution and Follow-up

- Signing and avoiding additional negotiations before signatures
- Project kick-off meeting and other meeting practices
- Change order management, meeting minutes, risk management
- Final settlement



Sales Support and Cooperation Growth for International Suppliers in Finland

Support services for international suppliers targeting their sales efforts towards Finnish OEM equipment, plant, and project suppliers. These services are particularly suitable for companies already acting as subcontractors to Finnish clients and wishing to strengthen their position, but also for those seeking to acquire new customers.

Service may include:

- Identifying target customer groups and initiating contact
- Adapting sales messages and materials to Finnish decision-making culture
- Supporting the sales process from offer to contract negotiation
- Acting as technical and commercial translator between Finnish customer and foreign supplier
- Assisting in building sales networks and developing cooperation with selected parties
- Services tailored to the customer's products, market goals, and resources



Training Services – Tailored to Client Needs

- I provide tailored training in procurement, its practical strategy, and all operational areas.
- Trainings are designed together with the client based on needs. Training utilizes decades of tacit knowledge and practices in addition to theory. In some areas, the course can include company visits to deepen practical insights gained directly from manufacturers/contractors
- Ask for more details – let's design the right package for your organization!



Contact Details, Pricing, and Other Assignments

CONTACT INFORMATION:

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PRICING: Services are charged hourly plus expenses. In some cases, based on work volume. Training is offered as packages priced according to content and number of participants. Request a quote – we will tailor an efficient solution for you.

OTHER ASSIGNMENTS: If you are interested in other services listed on slide 6, feel free to contact me. Let's see how I can help.

The company name derives from name **Ari Pekka Juhani Nieminen** and the words **Analysis, Procurement, Justification, Negotiation**. 😊

Thank You

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