

Strategic Sourcing Execution

Powering the commercial layer of the Agile Enterprise

For today's electronics manufacturers, design tools and sourcing data live in entirely different worlds. Because engineering and procurement operate in silos, engineers are forced to select components with incomplete information, while sourcing teams lack full visibility into critical spend & supplier data during new product development. That disconnect results in a labor-intensive, error-prone dependence on spreadsheets to manage critical risk & spend data and negotiate pricing across hundreds of PCBAs and thousands of components.

Strategic Sourcing Execution bridges this gap by bringing real-time market intelligence, enterprise-wide cost modeling, and automated bidding and awards directly into the product lifecycle. It seamlessly connects engineering intent with sourcing execution.

Technical Perspective

Strategic Sourcing Execution is a core technical aspect of the Altium Agile Enterprise Platform. It embeds centralized category management and automated commercial execution directly into the product lifecycle. Instead of allowing procurement to react to locked designs using disconnected spreadsheets and fragmented spend data, it establishes a unified commercial engine that actively shapes component selection, standardizes quoting cycles, and optimizes enterprise-wide purchasing power from concept through production.

At the Moment of Design

Engineers search and select components based not just on technical specifications, but on pre-negotiated contract pricing, preferred supplier status, AVL's, and historical category data, ensuring commercial feasibility is locked in alongside technical viability.

As Procurement Prepares to Act

Sourcing teams execute automated PCBA and component RFQs using a connected intelligence engine, leveraging real-time bid analysis, cost variance models, and aggregated enterprise spend visibility to negotiate from a position of data-backed strength.

When Governance Must Hold Across the Enterprise

Category strategies, supplier compliance mandates, and approved quoting workflows are systematically enforced across all divisions and integrated systems, ensuring that every purchasing execution aligns with corporate margin, standardization, and resilience objectives.

What Strategic Sourcing Execution Delivers

Commercial Control Center (Sourcing Focus)

Sourcing & Procurement leaders select which suppliers to do business with, negotiate contracts, and monitor supplier performance for cost and availability.

- ✓ **Spend Visibility & Classification:** Gain comprehensive visibility into organizational spend data, featuring automated classification across categories, suppliers, and global regions. Analyze this data to flag duplicate items and benchmark against public pricing.
- ✓ **Automated Negotiations & RFQ:** Streamline PCBA negotiations using Costed BOM analysis and LOA compliance features to ensure cost accuracy. Conduct efficient bid analysis and manage awards with dedicated tools to optimize component pricing.
- ✓ **Live Market Insights:** Access real-time market data, pricing benchmarks, and industry trends to execute data-driven procurement strategies.

Design for Supply (Engineering Focus)

Engineers select which components to include in their designs. Without Agile Enterprise, they have incomplete information.

- ✓ **Enterprise Parts Library:** Search for required parts based on attributes, risk profiles, preferred suppliers, and contract pricing before placing them on the schematic.
- ✓ **BOM Health Optimization:** Continuously evaluate BOMs for obsolete components and validate designs against real-time market risks to prevent costly downstream redesigns.
- ✓ **Intelligent Alternates:** Search for Form-Fit-Function (FFF) alternates equipped with detailed, side-by-side comparisons of specifications, availability, and cost impacts.

A Platform for Enterprise-wide Electronics Development

Bring intelligence, scale, governance, and extensibility to the way your organization manages electronics development



Intelligence

Turn fragmented data into connected context and actionable intelligence. Natively integrating AI with the Enterprise platform will further enhance connected context and actionable intelligence.



Governance

Operate with enterprise-level control, security, and accountability maintaining governance across electronics development, reducing risks, protecting intellectual property, and establishing ownership.



Scalability

Execute at enterprise speed and scale enabling teams across product lines and business units to work through governed processes, connected data, consistent execution, and standardized practices.



Extensibility

Adapt and extend the platform to unique operating models connecting electronics development with business systems, cross-domain engineering, external partners, and enterprise digital thread.