

Letter of Intent

Bid for Consulting Services within the Program for the Development of Local Suppliers in the Republic of Moldova

One of the major challenges for the Moldovan economy is the still low share of supplies from local companies to the multinational companies (MNCs) that have invested and operate in Moldova, caused by the low technological readiness of the local SMEs, the low quality of inputs supplied and their insufficient management capabilities.

In an attempt to foster linkages between MNCs inward-investors in the automotive sector and local suppliers, the Ministry of Economy of the Republic of Moldova approved the Local supplier development Program (LSDP), meant to build on the experience of other east and central European countries in linking local suppliers to major foreign investors. The general objective of the Local Supplier Development Program (LSDP) is to increase the competitiveness of the suppliers in the Republic of Moldova to a level that would make them attractive as suppliers for the MNCs investing in the automotive sector of the Republic of Moldova. The program is divided into three stages and begins with the selection of participants and provision of general technical assistance for a group of around 50 local companies.

For this task technical assistance, training, and consultancy support in areas such as technology management, quality control, organizational change, etc. is required to evaluate the suppliers in business reviews and elaborate short-term actions plans.

The experience of IPOL in the reviewing and auditing is widely spread. Our clients rely on our consultancy support to optimize their business. The fields of activity of our clients range from the automotive sector to aerospace and other 1st-tier suppliers. In our projects we widely focus on enhancing the competitiveness of the companies that we advise. In order to prove this experience one of our key-projects is described briefly:



Audit process management for DAIMLER

Year: 2014 – today

Daimler has placed an order with us for the optimization of the process management at the engine plant in Köllda, Germany. This project includes the redesign of the processes to prepare for the change from the ISO 9001 auditing standard to the new IATF 16949 auditing standards. All processes were comprehensively documented and compared with the new guidelines. The necessary adjustments were discussed with the process owners and implemented. In this way, the plant was successfully certified.

The project is still ongoing as IPOL is commissioned to support regarding new certification standards or to adjust processes, that have been changed.

Attached to our bid you will also find an extract of our work for several automotive suppliers at plants in Europe, such as Magna Kecskemet (Hungary), ERT automotice Piseck (Czech Republik) or Magna Interiors Redditch (United Kingdom).

We assume that the above-mentioned competences and experience of more than 250 reviews for suppliers in the automotive sector can make a substantial contribution to the Local Suppliers Development Program in the Republic of Moldova and therefore offer our consultancy services on the basis of the corresponding tender to enhance the competitiveness of Moldovan companies.

Your sincerely,

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