



International sourcing trends and perspectives: experience from the CEE region

Rosie Fontanilla
Junior International Project Manager - BME

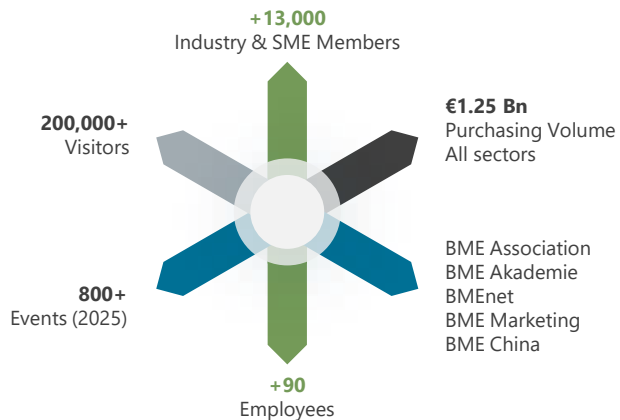


The BME

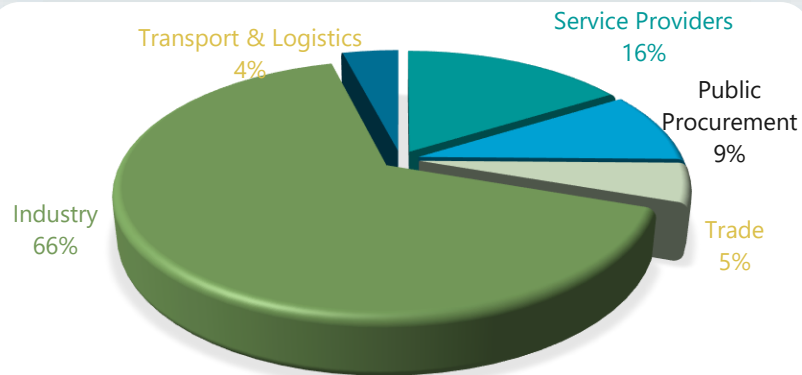
THE BME



BME Overview



BME Member Structure



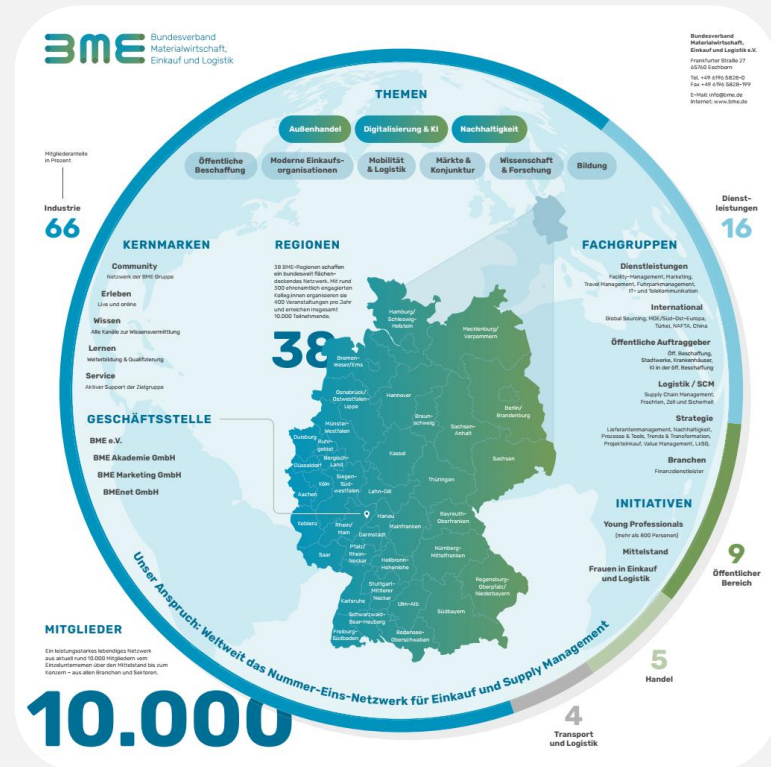
BME Topics

Foreign Trade – Digitalisation & KI - Sustainability

The BME-Members

1. All branches and industries
2. From SME to global players
3. Young professionals, science – individuals and companies

THE BME



Platform – Network – Supporter



Qualification

- Seminars
- In-house
- eLearning
- Certification



Service

- International B2B
- Certification
- Benchmark
- Compliance
- Job & Career



Know How

- PMI-Germany
- Publications
- Guidelines
- Expert-Councils
- Centre Innovative Procurement KOINNO



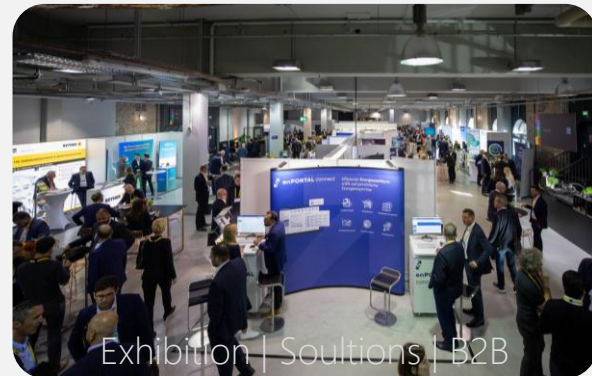
Network

- Members
- 38 Regions
- Congresses
- Forums
- Young Professionals-Cluster
- CPO- Meetings
- Regional - Network IFPSM

BME Highlights with the German Government

1. KOINNO - Competence Center Innovative Procurement
2. Mittelstand-Digital Zentrum (digital support for SME)
3. 5 Purchasing Initiatives 2025 & BigBuyer Working Together

MEET THE GERMAN PROCUREMENT NETWORK



INTERNATIONAL SOURCING SUPPORT

Upcoming Events

4th Purchasing Initiative Maghreb

Algeria | Morocco | Tunisia

Düsseldorf and Berlin, Germany | 11-13 November 2025

2nd Procurement and Supply Forum Türkiye

Istanbul, Türkiye | 3- 4 February 2026

2nd Purchasing Initiative Finland, Baltic States

Finland | Estonia | Lithuania | Latvia

Offenbach, Germany | 18-19 March 2026

12th Purchasing Initiative Western Balkan

Serbia | Croatia | Slovenia | Bosnia and Herzegovina | Albania
Kosovo | North Macedonia | Montenegro

Dortmund, Germany | 20 May 2026

12th CEE Procurement and Supply Forum

Hungary | Romania | Bulgaria | Poland | Czech Republic | Slovakia
Baltic States | Western Balkans

Budapest, Hungary | 30 September 2026 (tbc.)



www.bmematchmaking.com

Formats

Online-B2B-Meetings
Congresses on site

Our success

Since 2015 more
than **7.000 B2B**

Partner

Partner:
AHK, IHK and more

B2B Matchmaking | Sourcing-Support



+ 20 countries | 4 Sourcing regions



Highlight: Purchasing Initiatives on behalf of BMW



Sourcing Days | Sourcing Forums | Initiatives

Trends in Global Sourcing

2020-2025 ...

A persistent net
of challenges

Trade conflict USA-China

RAW MATERIALS **AI**

Supply Chain Issues

Energy prices

**MARKET
CHANGES**

China+1

BRICS

Insolvencies

TARIFFS

Sustainability

LOGISTIC **REGULATIONS**

Inflation Electromobility **PRICES**

PURCHASING AND SCM - THE COMPOSERS OF CHANGE



**Security Of
Supply**



**Regulations eg.
Supply Chain
Due Diligence**



**AI &
Digitalisation**



Sustainability



**Innovation
& Speed**



Diversification



Transparence

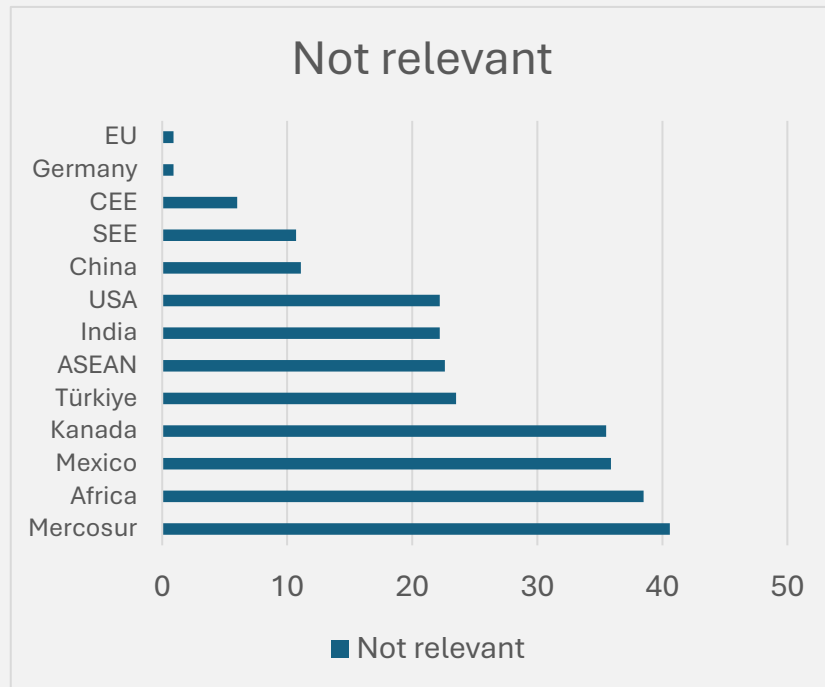


Riskmanagement

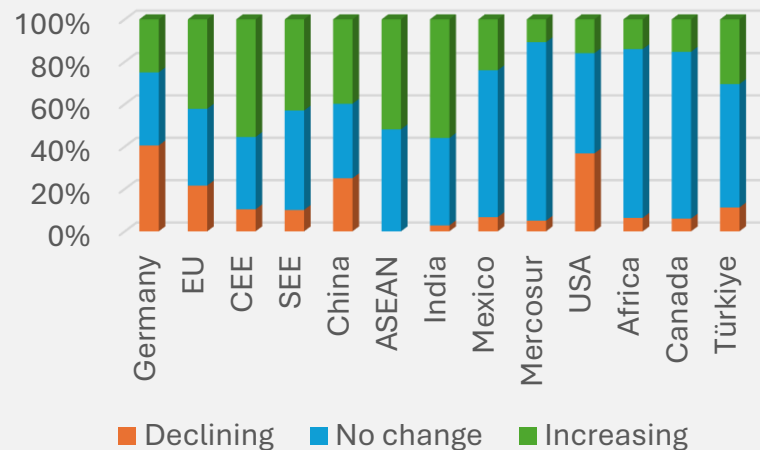


Local4Local

BME Barometer for Procurement und Supply Chain



Change in sourcing markets



Declining markets:

1. Germany: -40,2
 2. USA: -28,6
 3. China -22,3
- Mexico – 4,3

Increasing markets:

1. CEE: +52,2
 2. USA: +43,6
 3. EU: +41,8
- Mexico: +15,3

Experiences with CEE

Why Hungary?

What two buyers say about their general experience:

- Suppliers speak German or English
- Partnership depends on people and relations
- Fast reaction times
- Time for transport 1-2 working days and cheap
- Deep knowledge and good technologies
- Driven by the automotive/supplier industry (wiring harnesses, printed circuit board assembly, etc.)
- Innovation-driven
- High quality standards
- Reliable & responsive
- High degree of automation-Strongly dependent on quantity



Rosie Fontanilla
Junior International Project Manager
BME e.V.
Email: rosie.fontanilla@bme.de

**The best way to
orchestrate the
future is to create it.**