

Group Purchasing Segmentation

LEVEL 1 - SEGMENT	LEVEL 2 - FAMILY
Raw Materials	Aggregates
	Binding agents
	Cement
	Cementitious Materials
	Clinker
	Coatings
	Facilitating & neutralizing agents
	Fuel (Alternative)
	Fuel (liquid)
	Fuel (solid)
	Gypsum
	Non woven materials
	Paper
	Pigments
	Plastic materials
	Primary additives
	Primary additives (substitution to)
	Products containing glass
	Steel & aluminium (as a raw material)
	Other raw materials
Industrial Products & Consumables	Bags
	Conveyors accessories
	Electrical spare parts
	Explosives & Drilling & Mining material
	Grinding media
	Industrial gas
	Kiln chains
	Lubricants
	Mechanical spare parts and industrial accessories
	Metal shaped sections & sheets & castings
	OEM Process equipments & lines spare parts
	Packaging
	Refractories and other heat protective materials
	Spare parts for HME / LME & transport equipment
	Tires
	Tools, toolings and consumables
	Quality control equipment / Laboratory supplies & consumables
Industrial Services	Civil works
	Engineering services
	Industrial equipment rental
	Laboratory and testing services
	Logistic services
	Maintenance services
	Quarries services
	Refractory installation / Re-bricking and insulation work
	Waste treatment services
	Other industrial services
Utilities	Services associated with concrete deliveries
	Electricity
	Natural Gas

LEVEL 1 - SEGMENT	LEVEL 2 - FAMILY
Transport Services	Telecom
	Water & related services
	Air cargo transport
	Custom brokerage & forwarding & chartering services
	Inland waterway transport
	Intermodal transport
	Rail cargo transport
	Road Transport
General Supplies & Services	Shipping (Ocean & sea Transport)
	Advertising & printed products
	Audit & consulting
	Banking services
	Building rental & maintenance
	General services
	Health, safety and security materials & services
	Insurances
	IT, telecom & office equipment
	IT, telecom & office services
	Legal services
	Office furnitures & consumables
	Postal and small parcel and courier services
	Temporary manpower
	Training
	Transport of employees
	Travelling and business related expenses
	Vehicle
Plants & equipments	Common facilities
	Common systems
	Heavy mobile equipment
	Industrial equipment
	Light Mobile Equipments
	Transport equipments
	Process equipments & lines (Turn key projects common to several divisions)
	Process equipments & lines (Turn key projects for Aggregates / Concrete)
	Process equipments & lines (Turn key projects for Cement)
	Process equipments & lines (Turn key projects for Gypsum)
	Process equipments & lines (Turn key projects for Lime)
	Process equipments & lines (Turn key projects for Roofing)
	Process equipments & lines (Turn key projects for Concrete)
Products for Resale	Assembling products
	Building products
	Other products for resale
Out of scope	Out of scope