



# CASE STUDY FOR THE PROJECT PURCHASES OF A CEMENT COMPANY





# THE COMPANY STRUCTURE

The cement company is located in Northern India with over 16 plants situated across India in remote areas. It is one of the top 5 cement companies of India. The company is highly progressive and has vision to be the most prominent companies in the Building Material Supplies & hence constantly enhancing its technology and production capacities with significant Capex Investments every year.



APPROX  
**9000 CRS**  
TURNOVER PA

OVER  
**93000**  
EMPLOYEES

APPROX  
**1200 CRS**  
PROJECT PURCHASES PA  
(CAPEX & SERVICES)

**16 PLANTS**  
HYBRID PURCHASE ORGANIZATION  
WITH CENTRALIZED AND  
DECENTRALIZED PURCHASE  
FUNCTION ACROSS DIFFERENT GE

ERP: SAP HANA

## TOP CHALLENGES

- Immense coordination with internal (with technical stake holders across different plants) and external stake holders (suppliers and consultants) to determine Techno – Commercial compatibility of suppliers
- Huge manual efforts to evolve BOQ & Activities based cost for Capex & Services from different suppliers
- Absence of complete insight on the decision making process
- Frequent compromise on Budgets leading to Cost overrun
- Delay in decisions leading to compromise in the project timelines
- Huge challenge in Audit

## VENDX SOLUTION

VENDX Capex & Service Module integrated with VENDX Auction & Audit Engine

## KEY BENEFITS TO THE ORGANIZATION:

- Reduction in Transaction time by over 60%
- Complete visibility of end to end communication with internal & external stake holders
- Quick Decisions leading to significant reduction in TAT
- Savings in budgeted cost by 10.23% in the very first year of implementation