



Case Study of Spend Analysis

A global pharma company having HO in West Zone in India was facing serious challenges in planning & executing effective buying strategies for different categories and vendors in absence of insightful spend analysis.

>\$1 Bn

Turnover
Annually

>13,400

Employees
Globally

10

Manufacturing
Plants

4

R&D
Centres

Purchases

Centralized and Decentralized

SAP HANA

ERP

Major Challenges

- Non availability of real time spends on categories and vendors to leverage in design of negotiation strategies
- Compromise on control of Budget
- Questionable Purity of Spend Data
- Huge human efforts for generating periodical spend analysis
- Difficulty in determining buyer performance in context of savings

Solution Delivered VENDX Spend Analysis Module



Benefits

- Instant & effortless availability of spend on various criteria like categories, vendors, manufacturing locations & buyers & ability to slice & dice spend to design best negotiation strategies
- Huge savings due to linking of Buyer performance review and incentive directly based on the savings against the budget
- Spend on unquestionable data leading to end of controversies
- Huge savings of time due to automated spend analytics
- Insight on spend of all plants & R& D centre across the world from a single point & anywhere in the world leading to superior management of spend