

Dear MavenVista Team

We are delighted to confirm that our organization has been using VENDX e-sourcing platform since August'20.

In our view VENDX is a very well-designed tool for digitization of sourcing processes. The usage of VENDX has led to complete transparency in our sourcing process. Our earlier process was manually driven post creation of PR in ERP.

VENDX is easy to implement and adopt. Even our suppliers find it easy to use the tool. Online submission of quotations by our vendors is on an average 96%. These online quotes are then automatically compared for calculation of landed cost on VENDX. The time spent on transactional efforts has drastically reduced and we are able to now involve higher number of vendors in the RFQ process. This results in more competition, better negotiation and superior price discovery,

MavenVista has demonstrated thorough professionalism during VENDX implementation. They understood our requirements well and delivered a solution that caters to our needs.

We look forward to maintaining our strong relations with them and wish them great luck in their future endeavour's.

For IndiaFirst Life Insurance Co. Ltd.

**Signature:**



Name: Christina Naidu  
Designation: Head – Procurement & CSR  
Date: 12<sup>th</sup> May, 2021



**Dear MavenVista team,**

We are happy to mention that we have been using auction services offered by MavenVista Technologies Pvt Ltd since July, 2020.

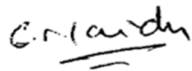
MavenVista's expert team evaluated our needs and recommended auction strategies that delivered excellent results. On an average we recorded savings of over 8% against our negotiated prices.

We are very impressed with the professionalism and commitment of the MavenVista Team and would, without any hesitation, recommend the services of MavenVista and the VENDX tool to anyone looking for sustainable savings and process efficiency.

We wish them the very best.

For IndiaFirst Life Insurance Co. Ltd.

**Signature:**



Name: Christina Naidu

Designation: Head – Procurement & CSR

Date: 12<sup>th</sup> May, 2021