Case Study
for Optimization of Sourcing Process for MRO purchases of
a pharma and specialty chemicals company

The head office of the company is located in the West Zone of India. The focus of the company is in manufacturing of
Pharma APIs & intermediates primarily used by Pharma, Dyestuff and Agro Chemicals companies. The company is fast
growing and has achieved over 55% growth in sales revenue in the last 3 years. They have 17 plants located across
India manufacturing range of APIs and Intermediates & are constantly improving their technology and capacities.

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<thead>
<tr>
<th>4700Cr</th>
<th>17</th>
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<tbody>
<tr>
<td>Turnover Annually</td>
<td>Manufacturing Plants</td>
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Purchases
Centralized and Decentralized

SAP HANA (SAP R3 initially)
ERP
Major Challenges

- Maverick Buying due to huge transactional activities involving ‘000s of transactions
- Absence of effective Negotiation strategies due to absence of Spend Analysis
- Poor Accountability of decisions
- Delay in supplies due to non - timely approval of decisions & track of requirements
- Tremendous coordination efforts
- Large number of buyers @ central and plant level buying
- Serious challenges in Audit due to absence of desired data justifying decisions

VENDX Module

e-sourcing Suite with Analytics

Benefits

Nearly 68% reduction in the process & coordination time

- More efficient negotiations due to automatic consolidation of vendor spend & shift to strategic buying
- Huge savings in the resource cost
- Quick approval of decisions due to mobile approval from anywhere 24*7*365
- Timely supply of material due to timely action on requirements
- Simplification of Audit

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