

# Case Study

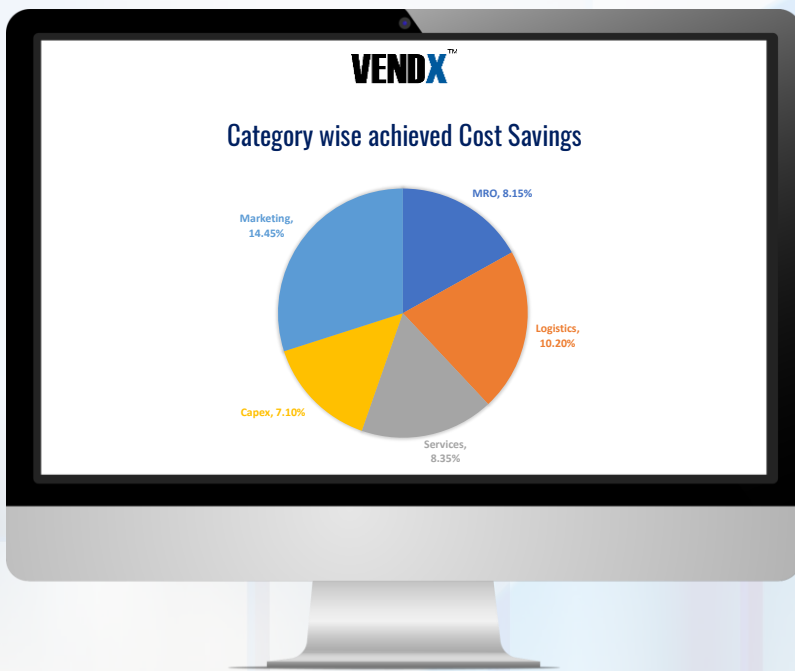
## on Auction Services leading to huge savings for a cement plant

A leading cement company in India was looking for a solution which can ensure best price discovery in fair and transparent manner for its spend on capex, logistics, various services, marketing, packaging, MRO & raw materials & was looking for a solution to consistently excel in their cost optimization initiative.



# Major Challenges

- Absence of competitive environment for price discovery due to restricted number of vendors due to constraint of time
- Absence instigative environment for getting the best bids from the vendors
- Huge investment of time on negotiations
- Maverick buying due to time constraints
- Serious challenge in Audit
- Lack of insight & experience on Auctioning strategies
- Improper hand holding of vendors for ensuring best bids



**Solution Delivered**  
**VENDX Auction Services**

## Benefits

**Huge savings (nearly 3-10% on each category)**

- Transparent and fair decision making process leading to superior compliance and governance
- Significant savings of time on negotiations
- Effortless price discovery

**Total savings in 1 year approx. : 27 Crs**