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

**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

**Solution Delivered**

**VENDX Spend Analysis Module**

Contact - +91 9033034314 || sales@mavenvista.com www.mavenvista.com