

AI-Powered Procurement Intelligence

Transforming Decision-Making at a Leading Cement Manufacturer

How 6 AI Avatars and 2 RPAs embedded in procurement workflows drove measurable cost and efficiency gains

VENDX GENIE

6 AI AVATARS + 2 RPAS

DOMAIN-SPECIFIC PROCUREMENT AI

₹45,000+ Cr

ANNUAL TURNOVER

50+

MANUFACTURING PLANTS

50,000+

VENDORS MANAGED

600+

PROCUREMENT USERS

ABOUT THE COMPANY

A leading Indian cement manufacturer with an annual turnover exceeding ₹45,000 Crores and procurement spend of over ₹35,000 Crores per annum. The company operates 50+ manufacturing plants across India and international locations, managing a vendor base of 50,000+ suppliers across categories including raw materials (limestone, coal, flyash, gypsum), packaging, MRO, logistics, CapEx, and services. The procurement team comprises 600+ users including buyers, category managers, plant procurement heads, and senior leadership. The company runs a centralised-decentralised hybrid procurement model integrated with its enterprise ERP system. Annual transaction volume exceeds 100,000 procurement transactions processed through the platform.

MAJOR CHALLENGES



No Real-Time Price Intelligence

Manual benchmarking with no live market data access.



Slow Vendor Discovery

New vendor identification taking weeks via manual outreach.



Low Analytics Adoption

Complex BI tools resulted in <20% active usage among buyers.



High Documentation Burden

Manual bid preparation consuming 60–70% of buyer time.



Inconsistent Negotiations

No AI-driven signals on price competitiveness across plants.



Poor Invoice Matching

High error rates and manual intervention for 3-way matching.



Fragmented Data Landscape

Procurement data siloed across ERP, emails, and spreadsheets.



No Domain AI Layer

Generic AI tools unable to understand procurement-specific context.

SOLUTION DELIVERED: VENDX GENIE — 6 AI AVATARS + 2 RPAS

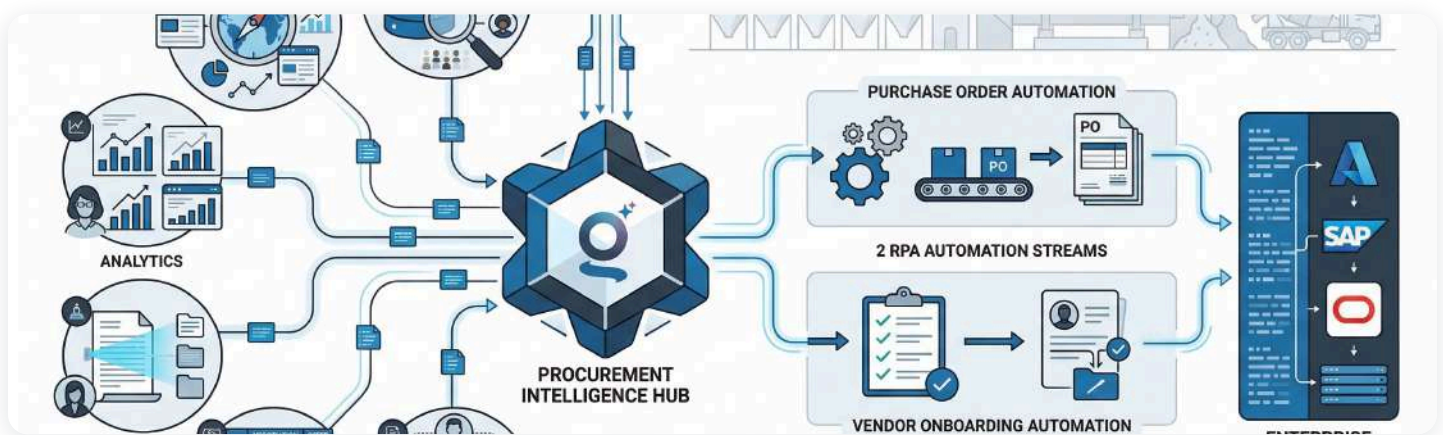
SOLUTION DELIVERED

VENDX Genie is a domain-specific procurement AI suite embedding 6 specialised AI Avatars and 2 Robotic Process Automations directly into the customer's existing procurement workflows.

<p>Genie Insight</p> <p>Real-time market price intelligence engine providing live benchmarks, green/orange/red negotiation signals, and spend analytics dashboards for 600+ buyers.</p>	<p>Genie Discovery</p> <p>AI-powered vendor discovery reducing new supplier identification from weeks to 48 hours using domain-trained procurement ontologies.</p>	<p>Genie Analytics</p> <p>Simplified analytics layer converting complex BI data into natural-language procurement summaries increasing adoption from <20% to 97%.</p>
<p>Genie Transcribe</p> <p>Automated meeting and negotiation transcription with action-item extraction and audit-ready documentation generation.</p>	<p>Genie Articulate</p> <p>AI bid and RFQ document generation reducing manual documentation time by 90%, enabling buyers to focus on strategic negotiations.</p>	<p>Genie Match</p> <p>3-way invoice matching automation achieving 97% accuracy on PO-GRN-Invoice reconciliation with exception-only human review.</p>

ROBOTIC PROCESS AUTOMATIONS DEPLOYED

<p>PO Automation RPA</p> <p>End-to-end Purchase Order creation, ERP submission, and supplier acknowledgement automation, eliminating manual PO processing across 50+ plants.</p>	<p>Vendor Onboarding RPA</p> <p>Automated vendor registration, document verification, ERP master-data creation, and compliance check workflow reducing onboarding cycle from 3 weeks to 48 hours.</p>
---	--



AI CAPABILITY → CHALLENGE → IMPACT MAPPING

IMPACT & RESULTS

AI CAPABILITY	CHALLENGE ADDRESSED	MEASURABLE IMPACT
Genie Insight	No Real-Time Price Intelligence	Green/Orange/Red negotiation signals across all plants; live price benchmarking
Genie Discovery	Slow Vendor Discovery	New vendor identification reduced from weeks to 48 hours; 3x increase in qualified vendor pool
Genie Analytics	Low Analytics Adoption	Analytics adoption increased from <20% to 97%; category managers now self-serve insights
Genie Transcribe	High Documentation Burden	Automated transcription of all negotiation meetings; audit trail generated automatically
Genie Articulate	High Documentation Burden	90% reduction in bid preparation time; buyers redirect time to strategic negotiations
Genie Match	Poor Invoice Matching	97% automated 3-way match accuracy; exception-only human review
PO Automation RPA	Fragmented Data Landscape	PO cycle time reduced by 70%; ERP data integrity improved across all plants
Vendor Onboarding RPA	Slow Vendor Discovery	Vendor onboarding reduced from 3 weeks to 48 hours; fully automated ERP entry

MEASURED RESULTS

2-4%
ADDITIONAL SAVINGS

Across categories through AI-driven negotiation intelligence and live price benchmarking

90%
REDUCTION IN DOCS

Bid preparation and invoice processing time freed for strategic procurement work

5x
ANALYTICS ADOPTION

From <20% to 97% active usage among 600+ procurement users

97%
MATCHING ACCURACY

Automated 3-way PO-GRN-Invoice reconciliation with minimal human intervention

Ready to embed AI intelligence into your procurement workflows?

www.thefutureofprocurement.com

Contact us to schedule a VENDX Genie demonstration