



**MAVENVISTA<sup>®</sup>**  
Technologies Pvt. Ltd.

# CASE STUDY

## of Digitization of P2P procurement process of a Large Cement Company in India

An exceptionally large cement company of India was looking for Digitization of Procurement Process to achieve following objectives:

- To bring complete **Transparency** in the Sourcing Process
- To ensure **Best Price Discovery**
- To have **Analytics on Demand** during Negotiation
- To **Reduce Transactional Efforts**
- To **Stop Maverick Buying**
- To **Reduce TAT** (Turnaround Time)
- To have **Instant Information** on Suppliers and Supplies
- To **Track Supplies** on real time
- To **Reduce Supply Risks**
- To ensure **Timely Payments** to Suppliers
- To **Improve Vendor Satisfaction**
- To **Improve Compliance** to SOP
- To **Simplify Audit**
- To **Establish Knowledge Redundancy**

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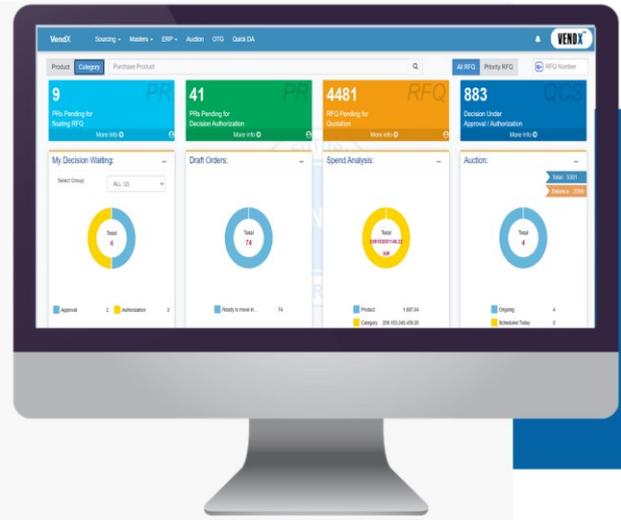
# MAJOR CHALLENGES OF THE CUSTOMER

## Hybrid Procurement Org Structure having Central and Location Specific Procurement

- Over 50+ plants, many of them in remote locations in India
- Extremely High Maintenance & Repairs Requirements
- Middle age profiles of proficient Procurement Professionals
- Resistance to Change
- Huge pool of suppliers of all size - 30000+ from different parts of India as well as from multiple countries outside India
- 100000+ material codes
- Poor visibility on category specific Spend
- No visibility of vendor Negotiation behavior
- High level of Manual intervention to manage Supplier data
- Excel driven exercise to compute Landed cost and comparison
- Email driven framework for approval of technical and commercials bids
- High dependency on individual knowledge
- Huge documentation needs for audit and compliance
- Distributed information across plants
- Huge Transaction load
- Cumbersome vendor rating process
- Complex email driven vendor on boarding process
- Manual process to determine sustainability score of key suppliers
- Disconnect of the process from core legacy system (ERP)
- Highly customized ERP for meeting specific compliance needs of the organization

# SOLUTION OFFERED BY MAVENVISTA

## Comprehensive P2P Solution



- Technical Bid engine to ensure apple to apple comparison of Techno- Commercial parameters
- Embedded & Responsive Analytics with Audit Module
- Integrated Auction Engine to effortlessly execute best strategies for optimum price discovery
- Configurable workflow based mobile application for approval of decisions
- Seamless Integration with ERP of master data, purchase requisitions & authorized decisions for automatic order creation in ERP
- Post order module to track and manage delivery with option of pre-delivery inspection process including seamless integration of the same with ERP
- Vendor Rating engine for automatic generation of rating based on qualitative & service parameters
- Invoicing Module to ensure centralized collection of vendor invoices and seamlessly process the same for payment
- Vendor portal to provide vendor visibility on requirements, orders, approvals, orders & payments



## BENEFITS DERIVED BY THE CLIENT

- **60% + savings of Process time**
- **Superior Negotiations and price discovery** leading **3.5% to 12% savings** across different categories
- **Superior compliance** to decision making process
- **Reduced risk** of Fraud & Human Errors
- **High Accountability** for every decision
- **Timely Supplies** of Material
- **Superior Vendor Risk Management**
- Improved **Supplier Satisfaction**
- Central Storage of Data leading to **Instant access to all Information**
- **Ease of Audit**