



INR 10000+ Cr Cement  
Company Accelerates  
Procurement Operations with  
Procol

# Overview

Operating with a manufacturing capacity of 35.9Mn tonnes per annum (MTPA), the client is one of India's pioneering cement companies. The client offers a varied range of cements to fit in the specific engineering and construction needs.

The client operates 14 cement plants and grinding units across the country and generates an annual gross revenue of INR 10000+ Cr. To ensure a smooth supply chain, the client's procurement operations demanded a digital transformation. The goal was to digitize and simplify the procurement to improve the turnaround time with vendors and centralize the process at a single platform.

## Challenges

- **Inefficient procurement journey** due to delayed turnaround time in onboarding vendors
- **Complicated manual process** limited spend visibility and data centralization

## Solutions

- Implemented Procol's **ProOptimize Module** to manage suppliers and RFXs processes
- Generated **powerful insights** on spend metrics and supplier management to enable data-driven decisions
- Automated and standardized the procurement process

## Impact

- Significantly improved the turnaround time for vendor onboarding from **24-48 hours to 15-30 minutes**
- Digitally managed INR **40+ Cr GMV** while delivering **~11% savings**
- Enlisted **2400 vendors** through our platform while driving **~83% active vendor participation**

# Future Roadmap

In line with its procurement journey, the client is evaluating on enabling eRFX for seamless collaborations between internal teams and suppliers. The idea is to analyze RFx submissions and customize workflows at one place and eventually, streamline the entire procurement lifecycle.

## About Procol

Procol® solutions support the marketplace for modern business, creating frictionless exchanges between thousands of buyers and suppliers across the entire source-to-contract process. Our market-leading solutions enable companies to simplify collaboration with their trading partners, make smarter business decisions, and extend their collaborative business processes with an open technology platform. More than \$1 billion in commerce has taken place via our network. To learn more about Procol solutions and the transformation they are driving, visit [www.procol.io](https://www.procol.io)



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