



**Realized 11% Savings by
Digitizing Procurement
Processes for a INR 10000+ Cr
Construction Materials Company**

Overview

With INR 297 billion market capitalization, the client is a leading manufacturer of construction materials. The client has the lowest carbon footprint in the global construction material industry due to its sustainable thought-process, innovation, and co-creation.

The client acts as a catalyst for India's infrastructural growth and intends to foray business into new geographies. While the client's procurement operations were tactically-focused and effective, the client sought to reduce the process's complexity and optimize the overall costs. Additionally, the client intended to expand its supplier network and close the existing gaps with a next-generation procurement solution.

Challenges

- **Insufficient supplier network** across the global market
- **Struggled to optimize procurement** costs and generate aspired savings

Solutions

- Integrated **Procol's Intelligent solutions** to manage vendor onboarding process and boost supplier engagement
- Utilized ProOptimize Suite to fast-track price reporting and manage bids in a centralized dashboard

Impact

- **Saved 11%** of the total procurement spending in just three months
- Digitized **GMV of more than INR 15 Cr** in a quarter
- Scaled their supplier network by **onboarding 2000+ vendors**
- Trimmed the turnaround time (TAT) for negotiations **from 48 hours to less than 24 hours**



Future Roadmap

- **Contract digitization and management** to manage existing contracts centrally and receive regular updates on renewals and pending deliveries
- **Collation, categorization, and management of spend** to improve visibility and achieve better cost savings

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



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