



**Prominent Footwear
Company Saved 4.44%
Sourcing Spend by Turning
to Strategic Sourcing**



Overview

With a legacy of 65 years, the client is a trendsetter in the footwear industry. The client's state-of-the-art production units are spread all around the country, along with a formidable R&D team who've come up with a wide array of sports, PU, PVC, and EVA shoes, slippers, and sandals.

To this date, the client works with over 1000 dealers, sub-dealers, and over 20,000 retailers in India. Apart from making its mark in India, the client exports footwear to more than 10 countries worldwide and has visions to unlock business sustainability with the highest manufacturing standards and seamless supply chain. To ensure a seamless supply chain, the client turned to Procol to digitise their sourcing process and expedite procurement with efficiency.

Challenges

- **Inefficient procurement process** due to delayed vendor onboarding timeline
- **Struggled to negotiate competitive prices** with vendors and achieve desired savings

Solutions

- Utilised **customisable templates** for all eRFX requests and conducted **eAuction events** in real-time
- Generated **reports and real-time analytics** for contracts, suppliers, and savings
- Offered **mobile-based application** to enable faster bidding and prompt sourcing with just a touch

Impact

- Unlocked **4.44% savings** for procurement spend worth **₹15 Cr+**
- Accelerated negotiation time to **24-48** hours from the previous **10-12 days**
- Enabled **~100% vendor participation** through our mobile-first platform

Future Roadmap

- **Vendor discovery** to explore more vendors for relevant categories at a single place
- **Procol's ProOptimise** to improve visibility of the procurement process 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's solutions and the transformation they are driving, visit www.procol.io



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