



How Modernising  
Procurement Reduced the  
Sourcing Cost by 5.80%



# Overview

Headquartered in North America, the client is one of the largest chocolate manufacturers in the world. The company is over 100 years old and runs more than 80 brands globally through its chocolates, flavouring extracts, beverages, syrups, and candies.

At present, the client operates with a revenue of ₹70,000 Cr+ in more than 60 countries worldwide. Apart from its focus on chocolates and beverages, the client actively acquires players in the food and beverage industry with an aim to expand its brand portfolio globally. The client is also prominent for their contributions to education, service-led initiatives, and sustainability strategies to support the environment.

# Challenges

- **Complicated procurement journey** with a high overall cost of operations
- **Limited strategic insights** due to lack of transparency of the supplier network

# Solutions

- **Procol's mobile-based application** simplified critical tasks to drive quicker, sustainable results
- **Integrated Procol's ProOptimise module** to enable spend visibility into every transaction and business unit
- **Powerful, real-time analytics of key spend metrics** and supplier engagement through smart, customisable dashboards

# Impact

- **Captured 5.80% savings** from transactions of more than **₹6 Cr+**
- **Accelerated negotiation time to 24-48 hours** from the previous 10-12 days



# Future Roadmap

- **Vendor discovery** to explore more vendors for relevant categories in a single place
- **Enablement of eRFx and customisable workflows** for seamless collaboration between internal teams and suppliers

## 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](http://www.procol.io)



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