



CASE STUDY

India's \$1.5 Bn+ cement manufacturer, achieved >10% savings in Rs. 70 Cr+ sourcing in a quarter.

Company Background



One of India's leading cement manufacturers with more than **Rs. 10,000 Cr** in revenue adopted Procol for all their sourcing needs.

Challenges Faced



Dated sourcing tools



10-30 days turnaround



Lack of visibility

The company was using a dated sourcing tool that was very difficult to use for buyers and suppliers, resulting in missed cost-saving opportunities and a lack of transparency in the buying process.

Manual turnaround time of purchase requisition to quote collection, negotiation, and awarding used to be almost 20 days average which contributed to delaying the buying process. Aside from that, the business was unable to route all of the different categories via eProcurement. Visibility of the end-to-end process for key stakeholders was also a problem.

Procol's Impact



Over 200 times

Return of Investment



1800+

existing vendors
onboarded



>10.00%

Cost Savings
(quarterly)



INR 400 Cr+

Procurement Spend
over the year



INR 40 Cr+

Savings over the year

How Procol Proved Value & Delivered ROI



Ease of Use

Procurement in different categories of goods and services with different suppliers' demographics require a vast array of unique negotiation strategies. Procol's easy to use mobile first supplier solution has helped in higher vendor participation leading to better price discovery, which goes to almost more than 10% in a quarter. Procol helped digitize and optimize spends over 400 crores by implementing reverse auctions and RFP in the negotiation process thus bringing in better visibility and transparency for key stakeholders.



Faster & Quicker Decisions

Procol helped improve the TAT (turnaround time) of purchase requisition to negotiation and closure by lowering the **TAT from an average of 10-30 days to 24-48 hours.**



Dashboard Analytics

E-auctions dashboard helped to raise PR, collect bids, negotiate with suppliers & award indents. A spend analytics dashboard assisted to take strategic calls for cost optimization, vendor development, event planning etc.



Event Add-Ons

Other features such as dynamic event time, ability to show ranking / lowest bid mid-auction, automated email quote collections made the system more feasible. SOPs and checklists are made for the buyers for assistance in the buying process.

In Summary



Procol helped the company unlock value and deliver ROI of over 200 times.

Procol provided a seamless user experience across multiple platforms technologies bundled with superior negotiation strategies which helped the company realize higher savings, as compared to the other auction platforms they were previously using. Procol helped the company generate substantial savings attaining the KPI of cost savings.

It also brought back control and intelligence in the sourcing cycle, where Procol's automated and advanced reporting engine helped the client capture and forecast multiple purchase data points. Procol delivered savings with time efficiency in the procurement process.



Get a free demo

<https://www.procol.io/request-demo/>