

A photograph of a textile workshop or store. In the background, a wooden cabinet with many small drawers is visible, some with labels like 'ESSENCE', 'ESSENCE', and 'ESSENCE'. Two brown paper bags hang from the drawers. In the foreground, a wooden rack holds several spools of thread in various colors (white, pink, orange, purple, green, blue, black). A small tag on the rack reads 'THE SQUASH COURT'.

Modernising Procurement Process Delivered 3% Savings for Leading Textile Manufacturer

Overview

From its incorporation in 2012, the client is a notable manufacturer and exporter of textile made-ups such as terry towels, bath mats, rugs, and bathrobes. Initially started as a merchant exporter of home furnishings, the company subsequently set up its manufacturing unit and increased production capacity for other textile goods.

At present, the client operates with a revenue of INR 1000 Cr+ and exports goods to 10+ countries. From manufacturing for global value retailers like Target and Walmart, the client is also known for manufacturing products for brands like Tommy Hilfiger, Nautica, and others.

Challenges

- **Complicated, manual, and disparate procurement** process with limited spend visibility
- **Lack of negotiating capabilities** and awarding structure with vendors for POs

Solutions

- **Procol's mobile-based application** simplified critical tasks to drive quicker, sustainable results
- **Generated monthly reports** and real-time analytics for contracts, suppliers, and savings
- **Maintained supplier scorecards** and due diligence with performance tracker
- **Integrated Procol's intelligence solutions** to reduce PR to PO turnaround time

Impact

- Unlocked **3%** savings for a GMV of **₹5 Cr+**
- Expedited the turnaround time of PR to PO for vendor negotiations from 3-4 days to **6-7 hours**



Future Roadmap

- **Proposed an e-auction desk to give** end-to-end solution for the entire source-to-contract journey
- **Integration of existing system with Procol's smart dashboard** to manage spend, vendors, and categories at a single place

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



Get a free demo

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