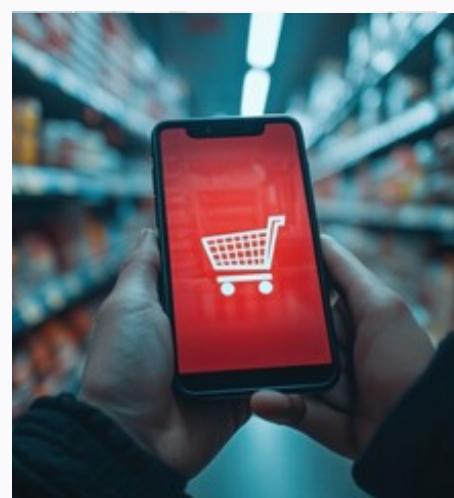




COMPANY

A leading FMCG company with 20+ plants across India was facing challenges in managing its indirect procurement due to a highly fragmented vendor base, inconsistent pricing, and limited visibility into inventory and consumption trends. With a large SKU base and diverse operations across consumables, spares, and packaging



CHALLENGES

01

Vendor & Process Complexity

Over **100 fragmented vendors** across plants created inefficiencies in PO processing, delayed approvals, and lacked centralized control.

02

Pricing & Data Inconsistencies

Identical SKUs were being procured at varying prices due to the absence of a unified catalog and standardized material codes.

03

Forecasting & Inventory Gaps

Limited clarity on monthly and annual consumption trends led to reactive buying, excess holding costs, and inventory pile-ups.

04

Product Inconsistencies & Redundancies

Frequent rejections, missing specifications, and duplicate SKUs caused order mismatches, leading to escalations and material wastage.



SOLUTIONS

01

Centralized Procurement Model

Implemented a centralized **SPOC (Single Point of Contact)** & developed customized plant-specific catalogs to streamline **100+** vendors across locations.

02

Unified Catalog & Data Standardization

Built a verified **product specification repository** by unifying item descriptions in **ARC**. This helped ensure consistent pricing & better SKU visibility

03

Data-Driven Inventory Optimization

Used Past consumption data to develop **leakage reports and trend analysis** for better forecasting. Implemented Vendor Managed Inventory with safety stock levels to reduce wastage

04

Product Optimization

Streamlined transactional workflows by optimizing product selection through **OEM-coordinated, locally fabricated alternatives**. This **reduced PO**, improved fulfillment cycles, and **minimized approval** delays.



IMPACT VALUE METRICS

Delivery Adherence

>90%

Cost Savings

~4-5%

Transaction Reduction

~35%

Spend Value Addressed

>45%