

Tech Mahindra Supports a Large Beverage Manufacturer in their Spend Transformation Program

The client is an American multinational beverage company and is primarily into manufacturing, retailing and marketing of nonalcoholic beverage concentrates and syrups.

Tech Mahindra worked with the client and successfully enabled the procurement transformation.

Opportunities

- Build a world class procurement organization
- Strategic sourcing process using electronic tools
- Execute, expedite, support, and optimize sourcing
- Develop procurement process efficiencies
- Produce tangible cost savings

Benefits

- Reduce costs by 8% on addressable spend
- Reduced Sourcing cycle time (approx. reduction of 30%)
- Improved Vendor rationalization - Reduced Supply base by 10%
- Achieved average cost savings of 4% – 8%

Highlights

- Streamlined and improved end-to-end eSourcing process
- Better optimization and reporting
- Ready availability of current spend, historical spend, and other data

Our Solution

- Mapped all the requirements in Mindflow and migrated to SAP Frictionless tool
- Captured requirements in consultation with category managers and suggested suitable sourcing strategies
- Tested sourcing and CLM application and suggested suitable enhancements
- Spend analysis and category definition based on sourcing strategies
- Performed end to end Event management (RFI / RFQ / RFP / RA), Managed 300 events each year - both on direct & indirect
- Generated “What-if” optimization scenarios - as needed by category managers
- Trained category managers and suppliers in sourcing applications