



GainEdge Consulting

Partners in Smarter Procurement

Reference Case





Reference Case: **AsiaOne Sourcing**

For one of the India based automotive components company.

The Company is a well established player in the Indian automotive components sector and is the major supplier to top 2-wheeler and 3-wheeler OEMs.

Due to cost optimization pressure and process consolidation happening they were quite desperate to look for alternate sourcing solutions and product development from low cost Asian countries.

We took up this project and as a first step towards solution providing did the Spend Analysis for a particular category to reveal the outliers.

Our technically qualified team supported them with detailed data segregation to pave the roadmap for sourcing from low cost countries for critical components and raw materials. The main consideration for this project was cost reduction, and we successfully managed to bring down the effective cost in the range of 10-12% for raw materials and around 15% for some assemblies. The entire project duration was of 8 months right from RFQ to the final product development.



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Thank You

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