



GainEdge Consulting

# Partners in Smarter Procurement

Reference Case





## Reference Case: **Procurement Process Re-Engineering**

For one of the India based automotive & locomotive HVAC companies.

The Company is into automotive and locomotive air-conditioning and is one of the major suppliers to the Indian Railways.

The company's procurement process was quite primitive and they did not have a proven method of procuring raw materials internationally giving due consideration to currency hedging. Their supply chain for raw material purchase was not smooth. They even did not have proper booking of metal at the Metal Exchange which resulted in disruptions in delivery of the finished material.

After taking up the project, we re-mapped their entire procurement process and worked on eliminating non value adding processes and revalidation of their entire process. We delivered them a modern system of procurement of raw materials with Metal bookings at optimum levels with the relevant Metal Exchange, provision for Currency hedging and an efficient and reliable logistics support. While making improvements to their overall process, we introduced them the concept of fixing a Fabrication Fee for the raw materials purchase and also aligned their process for adjustment of VAT refunds. This project was completed for them in about 3 months and now they don't have any issues with their supply chain.



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# Thank You

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