



mjunction
innovating for outcomes

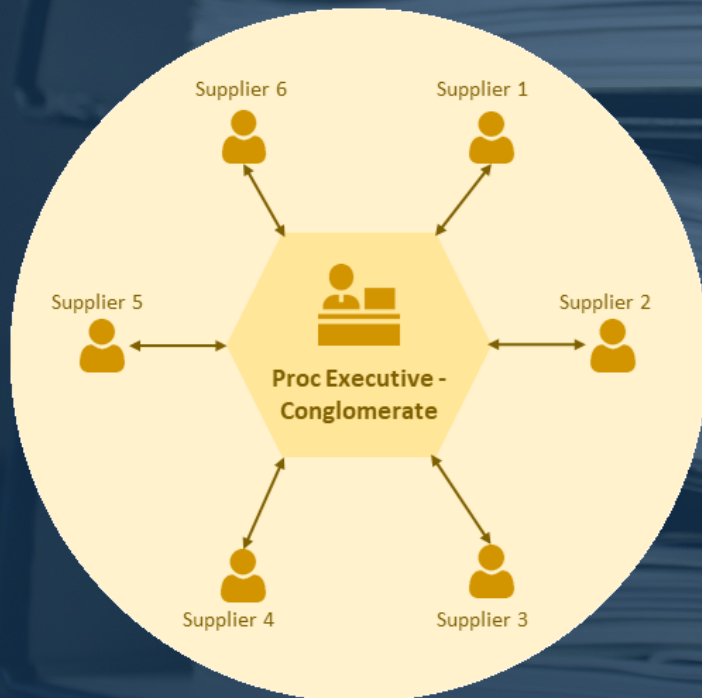
Single Supplier Solutions

A smarter choice for the
Purchase Executive

Case Study

The Context

Illustrated below is a procurement model wherein a reputed conglomerate was procuring multiple SKUs (non-strategic/ C class/MRO items) from multiple suppliers



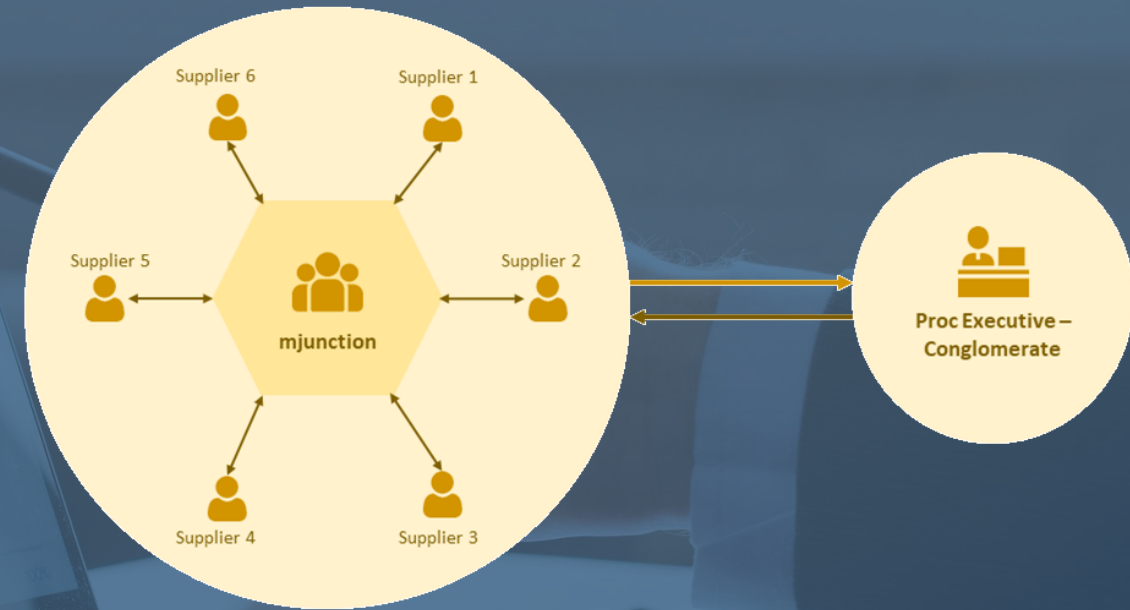
Constraints faced with the model

- Need for the procurement executive to deal with multiple suppliers , thereby
 - Increasing the no of low value-added transactions handled by the procurement executive
 - Increasing time spent by the procurement executive on procurement of non-strategic / C class items instead of focusing quality time on procurement of strategic items

What we did

1. mjunction implemented the 'single supplier' model wherein it became the single interfacing supplier to the conglomerate for supply of all C Class / MRO items
2. All suppliers earlier supplying C Class / MRO items directly to the conglomerate now supplied directly to mjunction
3. mjunction in turn ensured supplies of the materials to the conglomerate as a 'single supplier'

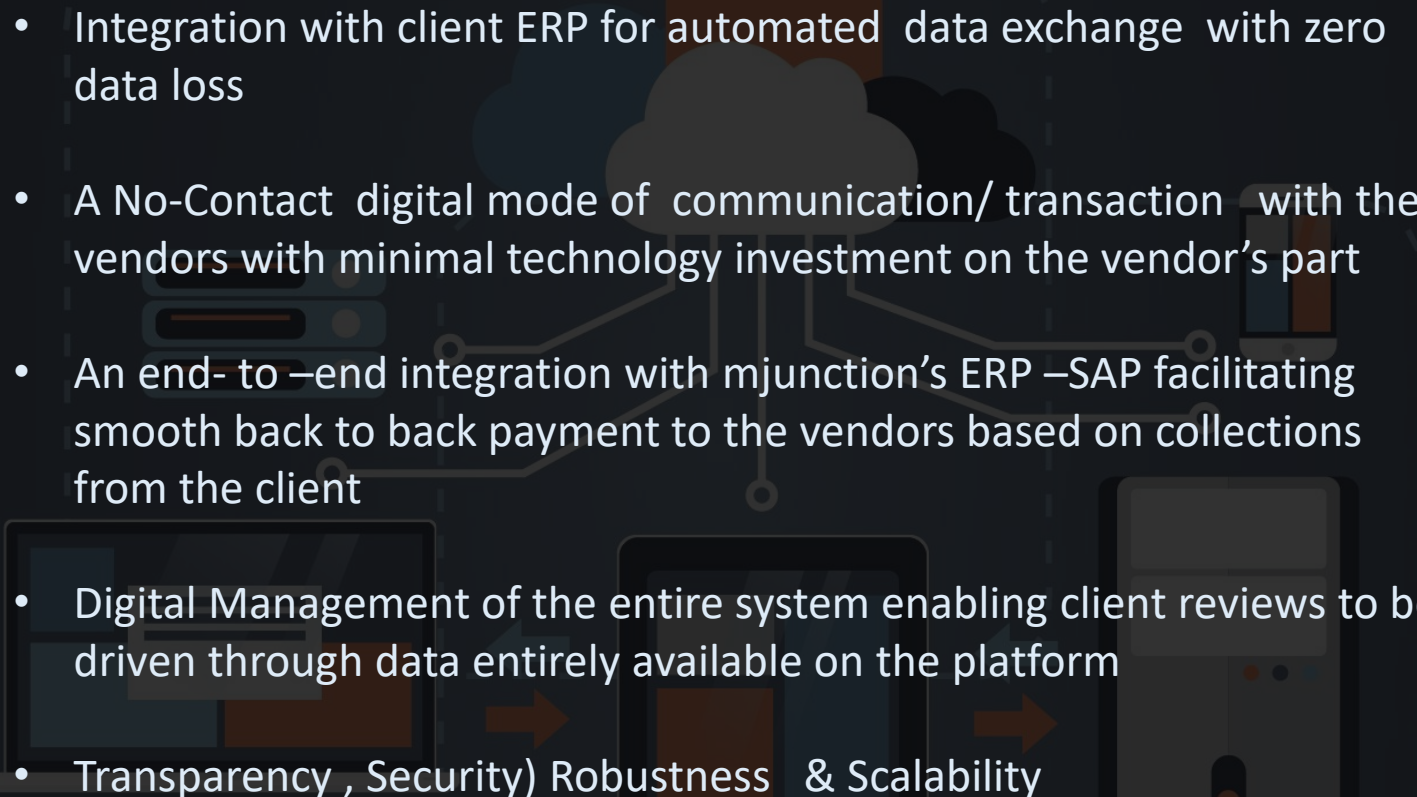
The 'Single Supplier' Model



Conglomerate now deals with only with single supplier - mjunction instead of multiple suppliers

How we did it

Implementation of the cloud based SCOPE (Supply Chain Optimization Planning and Execution) Platform thereby allowing for :

- Integration with client ERP for automated data exchange with zero data loss
 - A No-Contact digital mode of communication/ transaction with the vendors with minimal technology investment on the vendor's part
 - An end-to-end integration with mjunction's ERP –SAP facilitating smooth back to back payment to the vendors based on collections from the client
 - Digital Management of the entire system enabling client reviews to be driven through data entirely available on the platform
 - Transparency , Security) Robustness & Scalability
- 

Outcome

*mjunction as
'Single
Supplier'.....
Eliminated 215+
Vendors (in 16+
ARC Categories)
and many
one offs*

- Increased time and bandwidth release of the Procurement Executive
- Single minded focus for the Procurement Executive on purchase of strategic items