

Setting High Value MDO Contracts At The Best Market Price

Service Procurement



CASE STUDY

The Context

The client is a subsidiary of a top steel producing company in the world. They are into chromite mining and serves customers globally.

They wanted to finalize a high value MDO contract for two of their mines, with a contract tenure of 10 years. The contractor needs to offer services towards construction of haul roads, electrical illumination & infrastructure management and blasting operations, They would also manage production of excavated ore, loading, dispatch and survey.

We assisted the client in managing the entire process of procuring the service buy, with a delivery promise of setting up the contract at best price with the most suitable contractor

Client's Objective Was To..



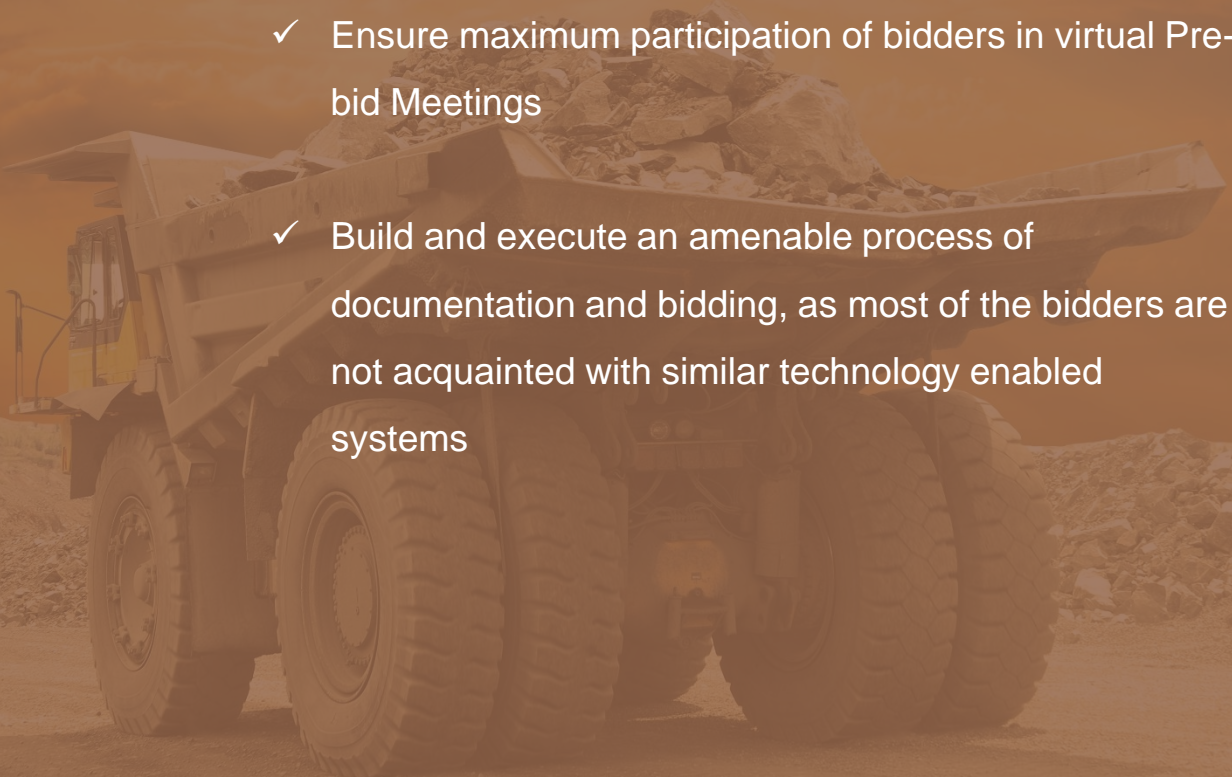
Achieve maximum savings in -

- Setting up the contract at the best market price with a reputed contractor.
- Leveraging a transparent and competitive “price discovery” mechanism.

The Considerations While Providing The Solution



- ✓ Confidentiality was to be maintained at every stage of the buy process
- ✓ Ensure participation of most of the suitable & appropriate MDO contractors, despite Covid-19 Lockdown & stringent selection criteria
- ✓ Remote and unattractive location of the project
- ✓ Ensure maximum participation of bidders in virtual Pre-bid Meetings
- ✓ Build and execute an amenable process of documentation and bidding, as most of the bidders are not acquainted with similar technology enabled systems



Our Integrated Solution + Service + Support



- **Solution / Systems**

- Configuration of the appropriate auction templates and modules for collection Price Bid & Techno-commercial offers
- Single stage bidding process was designed to keep auction run time at optimum level
- A pause functionality was introduced, ensuring non-extension of the event beyond the working hours (to accommodate large Corporates)

- **Service**

- Campaigns done across India for sourcing credible contractors
- Facilitation in arranging virtual Pre-bid Meetings
- Design of auction notice

- **Support**

- Simulated training to bidders for seamless bidding on the reverse auction platform

Outcomes

100% participation from newly sourced vendors leading to....

Intense competition that resulted in....

18% Savings for a contract worth INR 1850 Cr.

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We are proud to have as our clients, some of the best-of-breed companies across categories like services, projects, ferro-alloys, non ferrous, minerals, chemicals, logistics, refractory, MRO - mechanical and electrical, steel, scrap, coal & coke, packaging, IT, travel and more.

To know how domain expertise and platform efficiency can bring positive impact on your business, get in touch with us.



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