

India Sourcing For an Automobile Company

One of the world's largest automobile companies acquired another company and underwent a structural change in the organization. The company was facing several difficulties after acquisition such as finding the right suppliers, adopting the right procurement strategies and so on and was on a lookout for a organization that could provide an in depth analysis and help the company find best suppliers at the lowest possible rate.

The management decided to cut costs and embrace the streamlining process for which it engaged with RNCOS and set a goal to minimize the sourcing costs by at least 10%. Since, RNCOS has a proven record of providing end to end strategic sourcing solutions; the team immediately looked into the matter and devised strategies for procurement.

The team collected the data and examined the tendering procedure of the automobile company. A primary research was conducted to analyze the costs involved in manufacturing auto components. This data enabled the team to identify the right supplier and deploy the desired figure. The major determinants of the campaign were:

- Supply market analysis
- Reduction in production costs
- Quality checks
- Overcoming legal work

As a result, the company was able to streamline the process and save between 10-15 per cent in its procurement. In fact, the total savings of the organization have improved significantly and the company is working with fewer suppliers. The company's supply chain team is now able to analyze complex bids with ease and attains attractive deals allowing the automobile company to source efficiently and effectively.

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