

## CASE STUDY

## Moglix Enables India's Leading Tire Manufacturer to Switch to a Lean Procurement Model Through Digital Transformation

### Impact

**1.84 days**

TAT for best price discovery

**140**

suppliers consolidated

**73%**

OTIF rate

**5.4%**

TCO savings

**54+**

users added

**2%**

inflation protection

### Client Summary

A global leader in tire manufacturing, the enterprise has a requirement of 10000+ line items for indirect procurement. It has invested in legacy technology assets like ERP to manage its procurement at 2 manufacturing plants in Chakan and Kheda. Navigating to a location-agnostic and lean digital procurement solution at a minimum marginal capital expenditure while leveraging the existing legacy ERP applications was a challenge

### Project Summary

The tire manufacturer had a complex indirect procurement requirement consisting of multiple suppliers and siloed processes spread across 2 of its plants. Moglix intervened as a single point of contact for all its indirect procurement requirements, providing vendor consolidation, technology integration, and spend analytics solutions. Over the last 4 years, Moglix has managed indirect procurement worth INR 63 crores covering 3000 items.

#### CONTACT MOGLIX

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## Challenges Faced

- › Time consuming manual processes that had to be repeated for best price discovery
- › Dependence on imports and cost leakage on account of foreign exchange
- › Loss of cost, manpower, and technical efficiencies due to fragmented processes
- › 10,000 items of indirect procurement with no central catalog for best price discovery
- › Opaque and complex data governance for reporting and analytics

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## Solution Offered

- › Dedicated team of 2 KAMs, 4 purchase officers, and 2 service account managers deployed
- › Integration of Moglix Buyer's Portal with legacy ERP application of the client
- › 592 unique line items supplied to enable import substitution
- › Cataloging and bifurcation of 9000 RFQ line items and 550 ARC based line items
- › 3000-line items supplied every month for a period of 4 years
- › 54 new users from client enterprise added to enable seamless digital procurement