

## Case Study

# Innovative Procurement approach reaps Rewards for Zensar

Zensar Technologies has now automated spend processes to save over 19.39% with Effigo

### Challenges

1. Economic downturn and budgetary constraints affecting purchasing decisions.
2. Negotiating with suppliers was a time-consuming process.
3. Need to ensure that sourced products were of good quality, had a good track record, were durable, and had technical support.
4. Slow procurement process leading to potential risk in inability to meet their business needs.

### Objectives

1. Procure items at the lowest possible cost from credible suppliers in a competitive and transparent manner.
2. Ensure smooth and efficient execution of auctions.
3. Provide the necessary training to the suppliers to enable them to participate in the auction event.
4. Standardize the auction for multiple suppliers participating from different locations.

### About Zensar Technologies

Zensar Technologies is an IT company that offers a range of services, including Management Consulting, Business Application Services, Enterprise Solutions, Enterprise Collaboration Services, Testing and Assurance Services, BPO, and Infrastructure Management Services.

### Industry

- IT

### Modules Offered

- eRfx
- eAuction

## Benefits



EffiGO's expertise in exploring the market extensively for valuable information enabled them to ensure the best possible pricing for the client, resulting in maximum savings for Zensar.



The reverse auction event delivered a 19.39% cost reduction for Zensar Technologies.



The auction process enabled Zensar to speed up the procurement process, resulting in savings in time and money.



Effortless execution ensuring that the process was carried smoothly.



Necessary documentation after the event was complete, making the entire process much more efficient and audit ready.

## Results

The Reverse Auction came to a conclusion delivering a 19.39% cost reduction for Zenstar Technologies. The event had enabled them to speeden up the process of negotiating with vendors.

