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.
- 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.



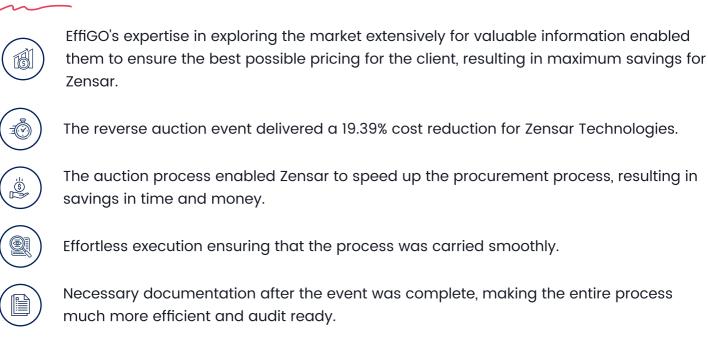
• IT

Modules Offered

• eRfx

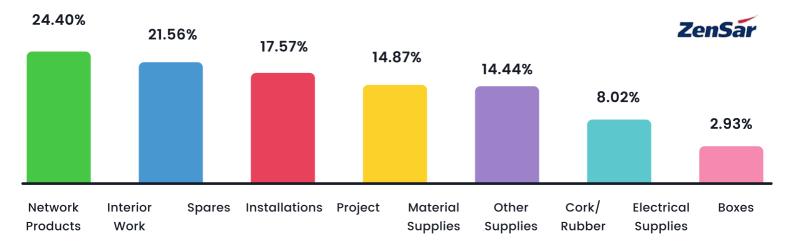
eAuction

Benefits



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.



EffiGO

https://effigoglobal.com