





**HELPING**  
**PROCUREMENT DEPARTMENT**  
**MAKE BETTER**  
**DECISIONS**

#Procurement Trends   #Supplier Limitations   #Cost Impact   ...etc

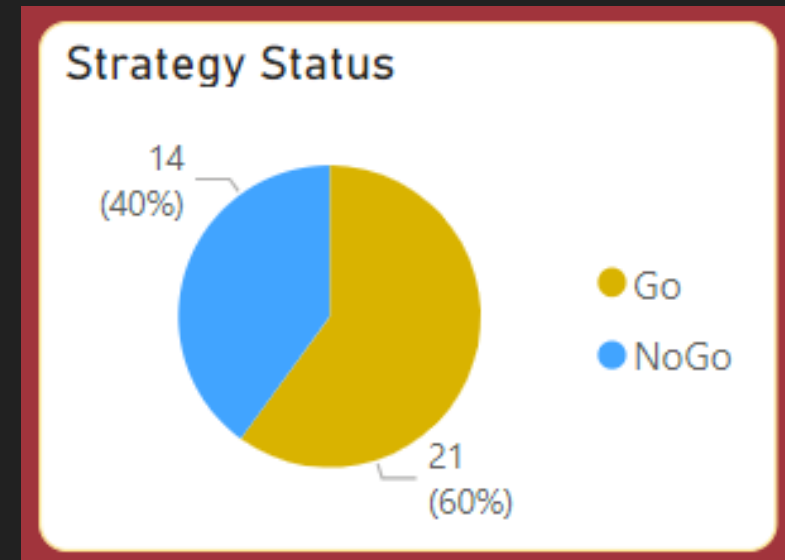
# About the DATA :-

- **Invoice**-level-data is of different years(2019,20,21).
- **Suppliers** are categorized on basis of
  - 1)**CAPABILITY**- Casting  or Machining  types.
  - 2) **MSME type**- Small, Medium & Non-MSME types.
- **Material**-level data specifies commodity, raw material types etc  
**RAW MATERIAL GRADE**- Ferrous  or non-Ferrous  types
- **Buyer**-level-data consists of person who is responsible for the specific purchase.

# Strategy-level-data

○ **Strategy**-level-data defines Company's business prospects with particular Supplier, w.r.t **Supplier's Financial risk, Internal Business Plan** etc

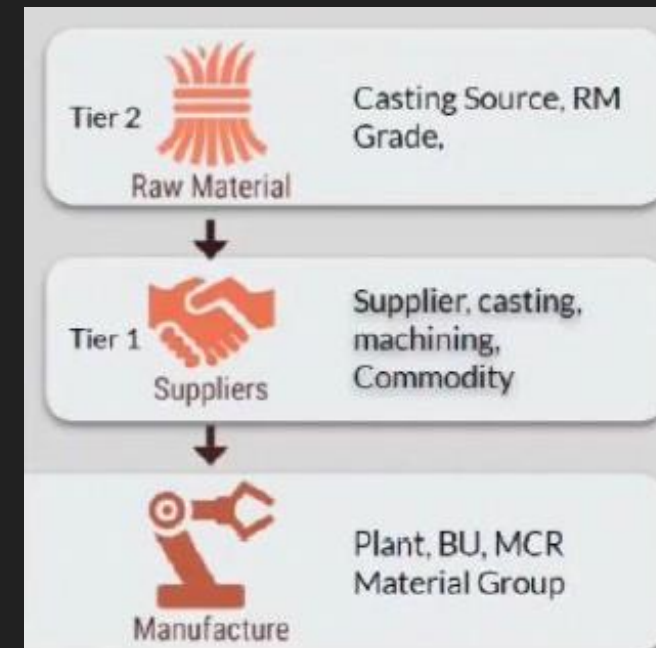
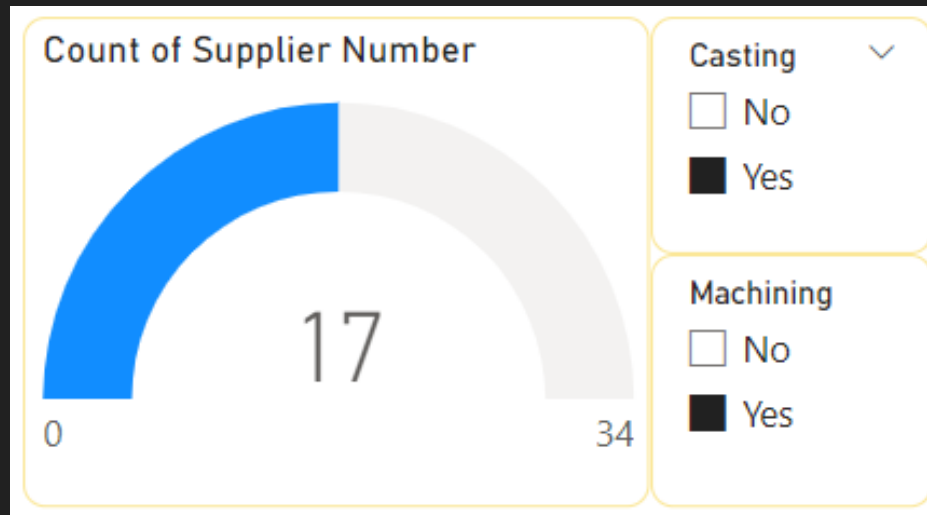
- 1) **Go** = Company can "Grow" business with the supplier,
- 2) **NoGo** = Company "Can Not Grow" (RISKY)



# Supplier capability

○ **Fully capable suppliers** i.e with both casting & machining capabilities-

**17** suppliers, implies Less/No tier-2 dependency & more Control over Supply-chain.



# Payment terms

- **15** suppliers have least restrictions on payment terms, choosing them **may increases indirect savings of company.**







Name	First Payment Terms
AEL	90 Days
AM&ACP	90 Days
BIPL	90 Days
FBMPL	90 Days
ICPL	90 Days
JMPL	90 Days
LCPL	90 Days
MCL	90 Days
MNI	90 Days
RCPL	90 Days
RIL	90 Days
SLSP	90 Days
SLSPL	90 Days
SPCIP	90 Days
ZPPL	90 Days
RANE	60 Days
AAPL	45 Days
AIE	45 Days
ALE	45 Days
APPPL	45 Days

# Procurement Trends

- “**Purchase Volume**” = SUM(invoicevalue)

i.e Billing Amnt

**AM&ACP** tops the chart, also has “**GO**” strategy-status.

Name	Buyer Name	Strategy Status	Purchase Volume
 AM&ACP	Sam	Go	1427019018
 FBMP	Victor	NoGo	482245475
 SPCIP	Kevin	Go	439643069
 LCPL	Paul	Go	295686624
 RCPL	Sam	Go	291471929
 BIPL	Danny	Go	201812478
 SSI	Kevin	NoGo	200384819
 APPPL	Danny	Go	191953915
 AIE	Paul	NoGo	171629237
 AAPL	Sam	NoGo	171331588
 SPPPL	Danny	Go	170758255
 BPMPL	Danny	Go	147430956

- “**Tonnage Volume**” = ((Invoicequantity)\*(System Weight))/1000

i.e Tons of raw materials used.

**AM&ACP** tops the chart

Name	Sum of Tonnage
AM&ACP	4844.08
FBMP	2584.38
BIPL	2081.18
APPPL	1357.31
SSI	1345.53
LCPL	1247.73
SPCIP	992.82
SPPPL	921.99
AIE	610.55
PIS	443.84
BPMPL	306.93

# Regional prospects

**Bangalore** is at the top.  
**GUJARAT** has least amount, hence it has space of IMPROVEMENT

City Location	Purchase Volume
BANGALORE	3012307660
Jalgaon	482245475
COIMBATORE	408224583
CHENNAI	283347546
PUNE	239973939
KOLHAPUR	215685156
BELGAUM	171331588
Aurangabad	138884821
Dobaspet	54404006
Maraimalai Nagar	34995993
THIRUCHIRAPALLI	34922897
HATKANAGALE	5081791
SATARA	3678392
ICHALKARANJI, KOLHAPUR	3024536
GURGAON	1882944
GUJARAT	1471433
<b>Total</b>	<b>5091462760</b>



**GUJARAT**- All suppliers are strategically tagged “GO”, hence good prospect of growth

ICHALKARANJI, KOLHAPUR	3024536
GURGAON	1882944
<b>GUJARAT</b>	<b>1471433</b>
Go	1471433
<b>Total</b>	<b>5091462760</b>

# Business Unit of the Part Family

Part-Family “**In-Line Pump Housing**”  
of the BU “**Petrol Systems**”  
has highest Purchase Volume & Tonnage



BU	Purchase Volume	Sum of Tonnage
⊕ Petrol Systems	3883459744	13947.71
⊕ Chassis System	834774664	4396.23
⊕ Automotive Engineering	216647647	0.00
⊕ Electronics Devision	156580705	0.00
<b>Total</b>	<b>5091462760</b>	<b>18343.94</b>

Supplier **AM&ACP** tops the list



BU	Purchase Volume	Sum of Tonnage
⊖ <b>Petrol Systems</b>	<b>3883459744</b>	<b>13947.71</b>
⊖ <b>In-Line Pump Housing</b>	<b>1410441108</b>	<b>4223.80</b>
AM&ACP	1244069113	3794.43
SPCIP	111967989	280.83
DPL	54404006	148.54

BU	Purchase Volume	Sum of Tonnage
⊖ <b>Petrol Systems</b>	<b>3883459744</b>	<b>13947.71</b>
In-Line Pump Housing	1410441108	4223.80
Bearing Cover / Flange	243746286	2047.98
CP1/CP1H Castings	191864135	1937.72
Governor Cover	248582578	1672.88
Feed Pump Housing	286082582	1587.56
PF Pump Housing	181787669	1086.80
VE Pump Housing	306692766	662.56



# finally: Purchasing Group

- **Sam** is associated with the Highest amount of Purchasing Volume !!

Buyer Name	Purchase Volume
Sam	2126523866
Kevin	915213815
Danny	809516208
Paul	703071095
Victor	537137776
<b>Total</b>	<b>5091462760</b>



**THANK YOU**