**Draft (ET NOW)**

**Strategy (25%)**

Texmaco adopted a **dual-layer supply chain strategy** that combines centralized command via the **Global Command Centre (GCC)** with a globally integrated sourcing ecosystem through the **Global Supply System (GSS)**. This framework ensures end-to-end visibility, real-time decision-making, and predictive planning from procurement to final delivery.

Simultaneously, we maintain a long-term, partnership-based approach with our suppliers—built on transparency, mutual growth, and risk resilience. Our supplier base is segmented by strategic relevance, using live performance tracking and regular assessments through an integrated digital module. This ensures adaptive engagement, continuous improvement, and alignment with our high-output production goals. A key objective has been to **reduce lead time, enhance supplier responsiveness, and support 3X wagon growth**, from **3,073 (FY 22–23) to 10,612 (FY 24–25)**.

**Element of Innovation (25%)**

We introduced India's first integrated Global Competency Centre for railway supply chains, combining predictive analytics, digital procurement and live component tracking. Innovations included dynamic vendor ranking, automated approval systems and global warehouse coordination. This ecosystem enabled agile decision-making across domestic and international partners, crucial in meeting complex orders.

We also implemented upgraded sourcing tools, empowering suppliers to co-design, respond with agility, and collaborate digitally. These platforms have been instrumental in meeting high-volume, time-sensitive orders—including export variants like BOXNHL, Sliding Wall Wagons, and custom-built freight wagons.

**Execution (25%)**

Execution was led by **cross-functional supplier management teams** under the guidance of the GCC. It began with onboarding suppliers into Texmaco’s ERP ecosystem, followed by the rollout of barcode-enabled inventory and integrated dashboards for live analytics.

Structured **Quarterly Business Reviews (QBRs)** align supplier KPIs with production targets. Continuous capability-building is facilitated through training, improvement plans, and a supplier recognition framework. Governance includes escalation models and issue resolution systems that promote accountability. This model ensures coordinated sourcing across Indian Railways, private sector clients, and export markets—driving efficiency and alignment across our **14,000-wagon pipeline**.

**Results (25%)**

* **Wagon sales grew 245%**, from 3,073 (FY 22–23) to 10,612 (FY 24–25)
* **Export revenue surged 144.6% YoY**, with expanded presence across Africa, Southeast Asia, and Europe
* **Procurement costs decreased**, and delivery performance significantly improved
* Supplier compliance and SLA adherence reached optimal levels, ensuring business continuity
* Collaborative sourcing accelerated innovation turnaround time and boosted stakeholder satisfaction