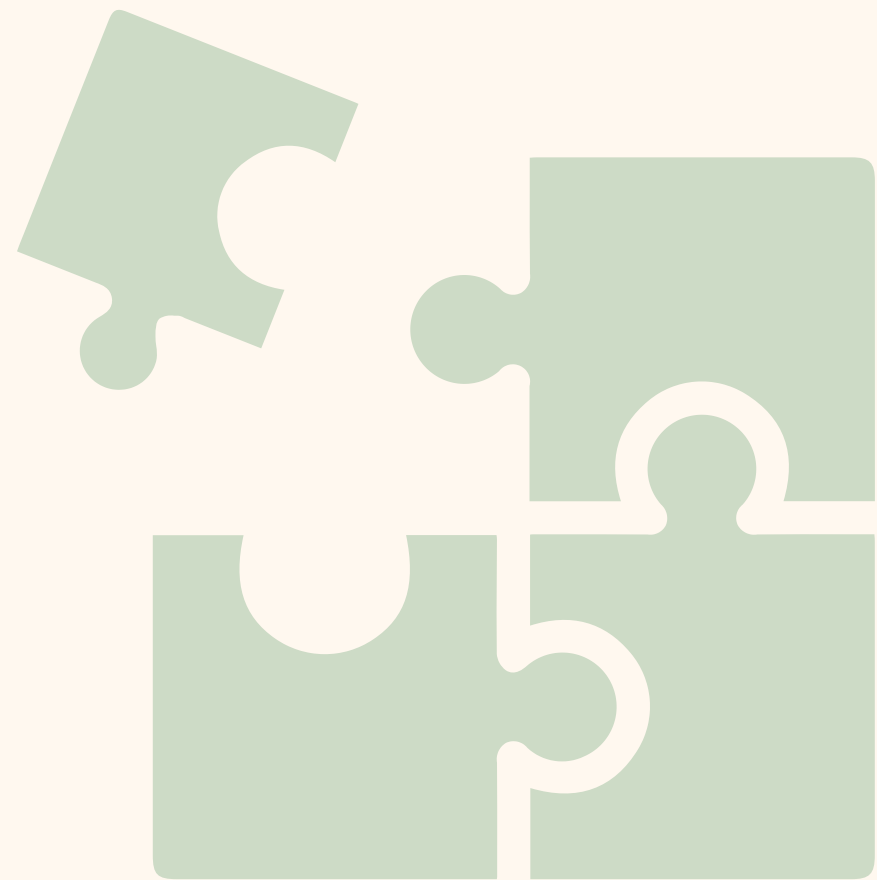




Sky Harvest Industries



STRATEGIC SUPPLIER AND COST ANALYSIS

By Shreya Mishra

INTRODUCTION

The dataset provides a comprehensive overview of the company's procurement activities.

- Focuses on identifying:
 - Where money is being spent?
 - Which suppliers are most utilized?
 - Which commodities are driving costs?
- It serves as an essential tool for:
 - Cost optimization.
 - Supplier management.
 - Future procurement planning.
- Insights derived from the data will help guide:
 - Supplier negotiations.
 - Resource allocation.
- Efficiency improvements in the procurement process.





▼ Objective

The company's primary objective is to manage and optimize its procurement process to ensure cost efficiency, maintain strong relationships with suppliers, and support operational needs. By effectively managing procurement activities, the company aims to reduce costs, streamline operations, and ensure a reliable supply of goods and services to meet business demands.

▼ Business Problem

The company is facing challenges in managing its procurement activities due to a lack of visibility into key metrics such as supplier performance, cost distribution across departments, and commodity-based expenditure. This has resulted in rising procurement costs, uneven supplier utilization, and potential inefficiencies in resource allocation.

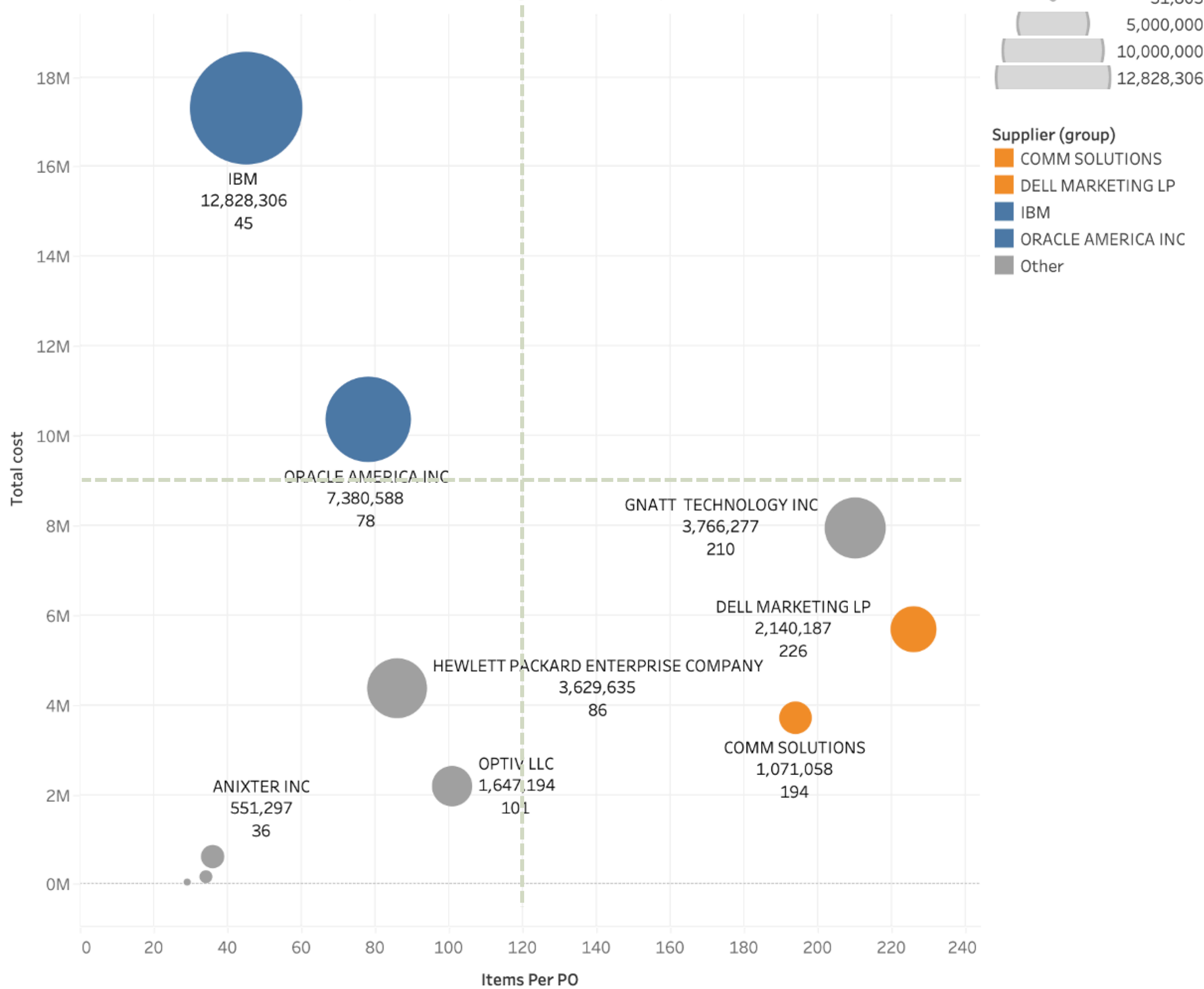
Strategic Supplier and Cost Analysis for Enhanced Procurement Efficiency

- **Supplier Insight:** Pinpoints key suppliers and major cost drivers.
- **Cost Optimization:** Aids in strategic financial planning and cost reduction.
- **Efficiency Improvement:** Enhances negotiation leverage and resource management.

Top 10 in 'Commodity' by total 'Total Cost'

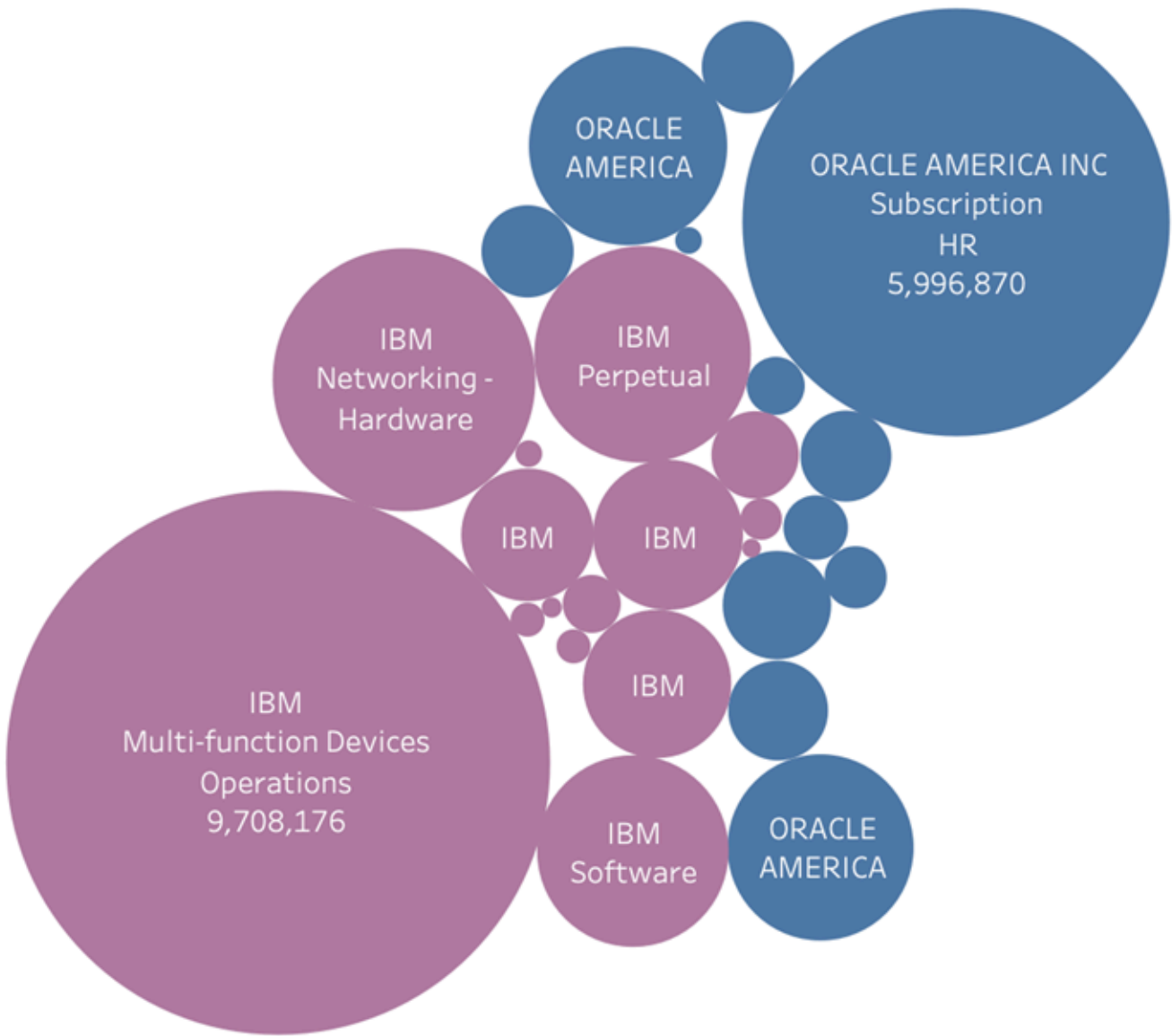
Commodity	Sum of Total Cost
Software Maintenance	30,583,798
Perpetual License	13,904,727
Storage Asset Purchases	13,617,257
Software as a Service/cloud	10,612,366
Vendor Services	10,365,231
IVR	10,354,000
Multi-function Devices	9,820,356
Hardware	9,368,121
Strategic Processing	9,062,230
Subscription	7,869,358
Grand Total	125,557,445

Items Per PO vs. Total Cost (Bubble Size by Item Cost)



Comprehensive Commodity Spend Analysis and Supplier Diversification Strategy

Bubble Size by Item Cost

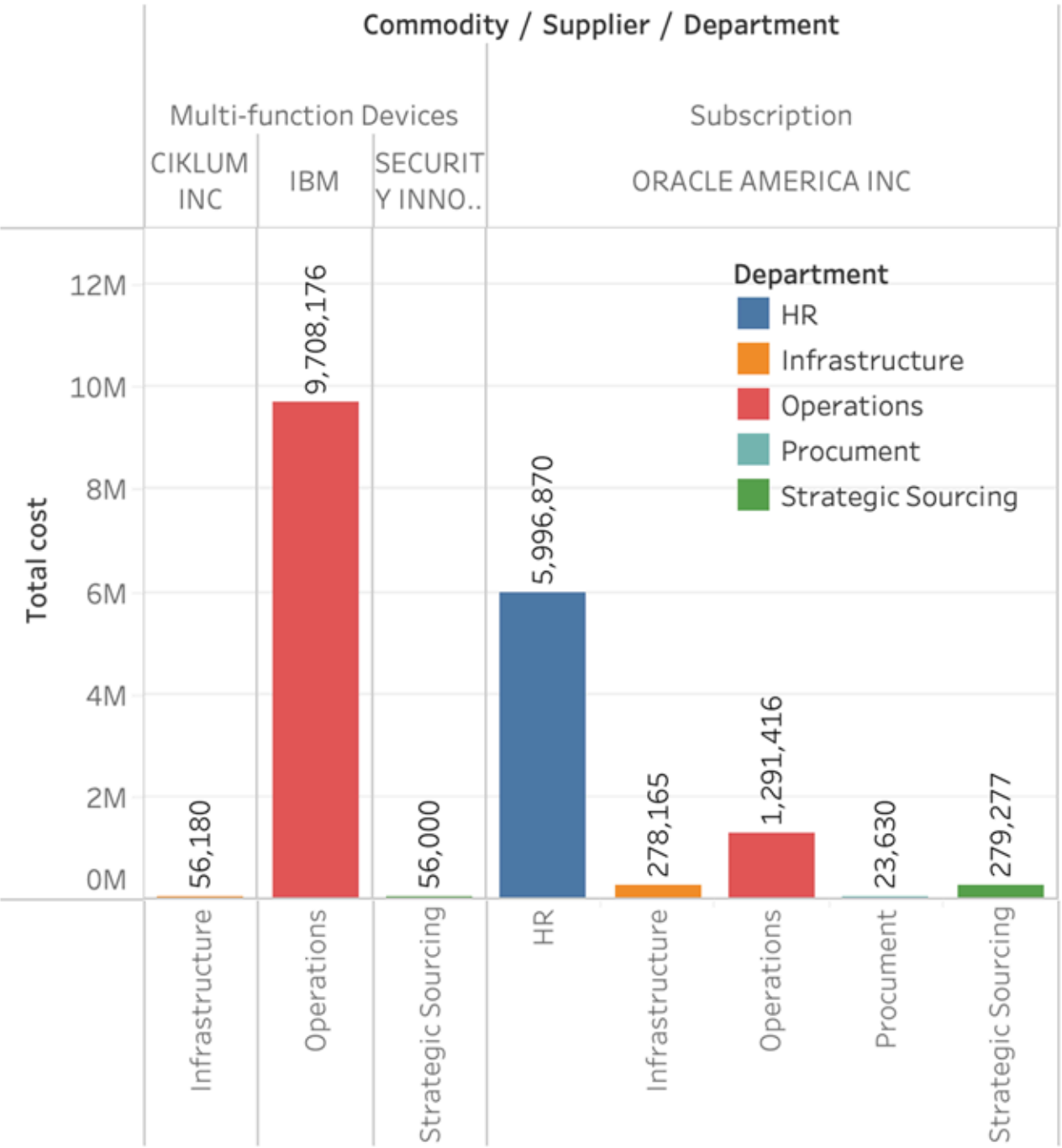


- **Commodity Spending:** Analyzes costs by item and supplier options.
- **Supplier Options:** Compares alternatives for better procurement strategies.
- **Decision Support:** Aids in strategic sourcing and budget allocation.

Alternative Supplier Options

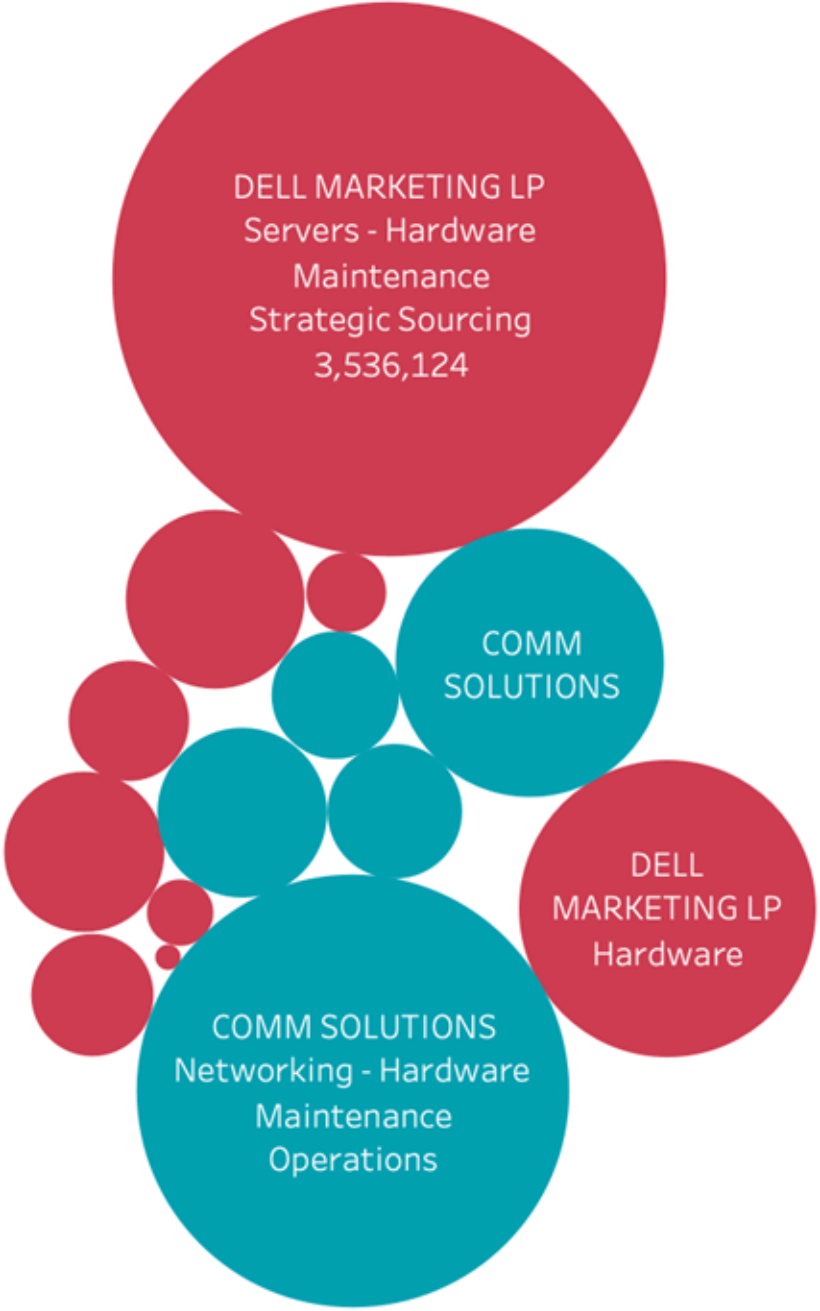
Commodity	Supplier	Department
Software as a Service/cloud	SALFORD SYSTEMS	HR 100,180
	THE MATHWORKS INC	16,650
Subscription	ORACLE AMERICA INC	5,996,870

List of Suppliers for Multi Function Device and Subscription





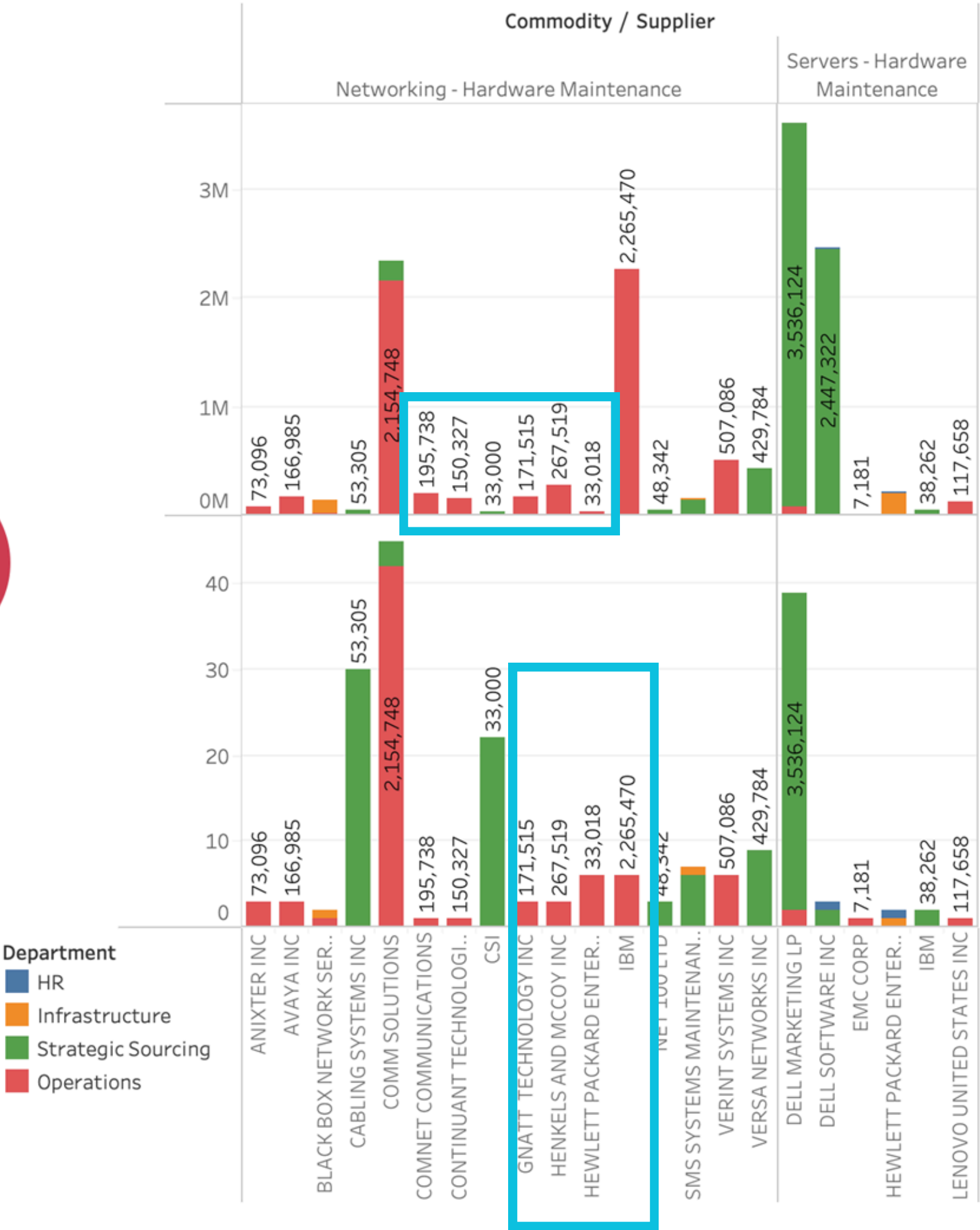
Bubble Size by Item Cost



Optimizing Spend and Supplier Management in Hardware Maintenance

- **Expenditure Analysis:** Visualizes hardware maintenance spending and supplier consolidation opportunities.
- **Supplier Evaluation:** Assesses supplier performance and integration potential.
- **Operational Efficiency:** Supports strategic management to optimize costs and enhance efficiency.

Supplier Consolidation Approach



STRATEGIC PLAN & RECOMMENDATIONS

**Dell Marketing LP
and Comm**

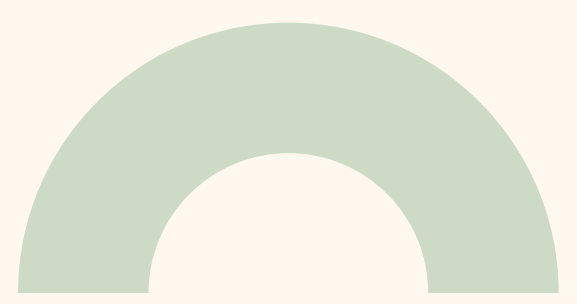
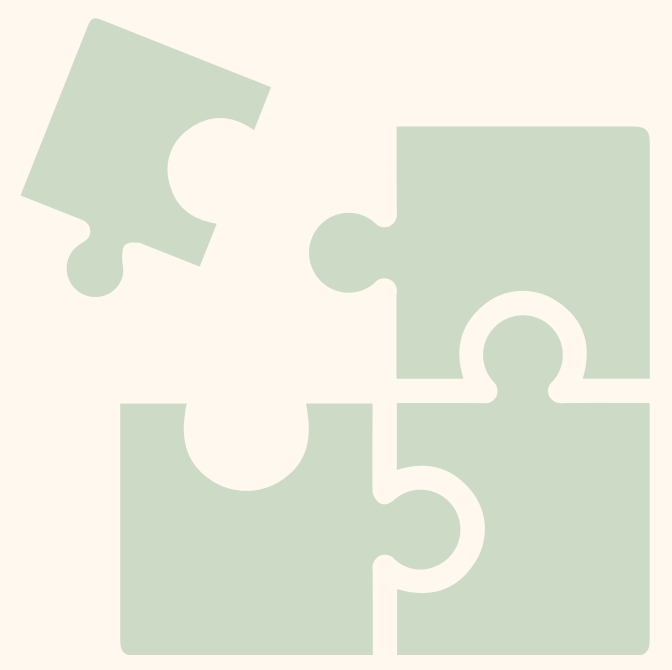
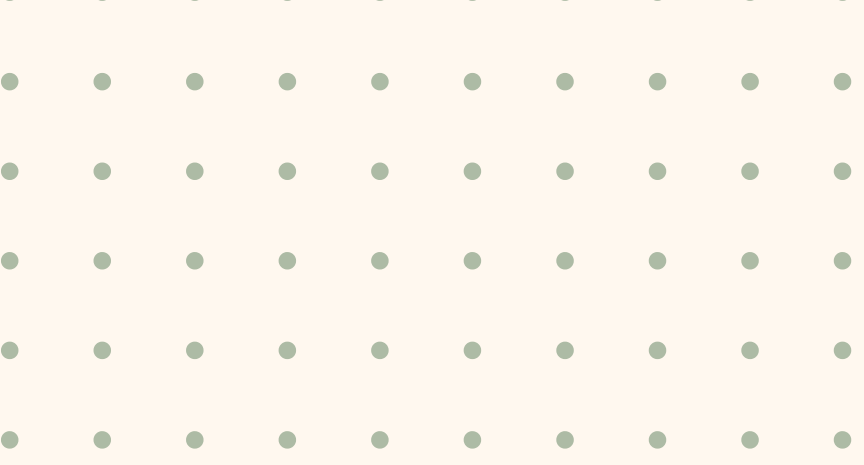
- Consolidate Suppliers for Networking and Hardware Maintenance

**IBM, Oracle
America, and Dell
Marketing LP.**

- Negotiate Better Terms with High-Spend Suppliers - Multi Function Device

**Introduce alternatives to
IBM and Oracle America for
software and cloud services**

- Increase Supplier Diversification in Strategic Sourcing and IT Infrastructure



THANK YOU

