

## STRENGTHENING SUPPLY CHAIN AND MANAGING GLOBAL COMPLEXITY

“Ivalua’s Source-to-Pay suite was one of the best things we’ve done. Ivalua helped make things more efficient and brought so much transparency and value to Piramal.”



**Samit Datta**  
Head of Global Supply Chain & IT  
PIRAMAL

### OBJECTIVES

- ✓ Gain visibility on all spend, especially maverick spend
- ✓ Improve global visibility and forecasting
- ✓ Adopt a solution with a proven track of high-user adoption
- ✓ Improve control on suppliers, contracts and catalogs; better mitigate risks
- ✓ Manage all contract processes from a single place, from negotiation to signature and renewal

### CHALLENGE

- ✓ Manual, paper-led processing
- ✓ Legacy systems made it difficult to collaborate with suppliers
- ✓ Lack of global visibility over all sourcing events and timelines
- ✓ Limited view on total contract volumes, deadlines; lead to penalties
- ✓ Redundant approval processes from 64 departments over the same item

### BENEFITS

- 19%** Average annual cost savings over 4 years
- 75%** Reduction in process cycle for contracts and catalogs
- 40%** Reduction in PR/PO cycle (5 days to 3 days)
- Digitized P2P process, freeing capacity
- Improved enterprise-wide collaboration

## SOLUTION SELECTED



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

### EMPOWERED

- ✓ Transparency into all spend and throughout the S2P process
- ✓ Supplier visibility into order and payment status
- ✓ Increased efficiency; simplified purchasing processes
- ✓ True 360 visibility into suppliers
- ✓ Automated operation processes

### ABOUT PIRAMAL

Piramal is a global leader in end-to-end glass bottle manufacturing providing packaging for pharmaceutical, perfume and specialty food and beverage industry. Piramal Glass caters to customers across 44 countries including L'Oreal, Yves Rocher, LVMH, Bogart, Elizabeth Arden and Estee Lauder.

- ✓ Founded in 1984
- ✓ \$320M in FY 2016 revenue
- ✓ Headquartered in Mumbai, Maharashtra, India
- ✓ Offices throughout North America, Western Europe and Asia



THE PROCUREMENT EMPOWERMENT PLATFORM  
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