

# About Piramal Glass

Global Leaders in end-to-end flacconage solutions for



Cosmetics & Perfumery



Pharmaceuticals



Food & Beverage

Global sales of **\$320 mn**

One of the largest and fastest growing specialty glass players in the world

Piramal Glass **success factors** and **values** underpin our drive to grow from an Indian MNC to a global enterprise:

**Knowledge | Action | Care**

Thinks  
**BIG**

Serves  
**Customer**

Commits  
&  
**Delivers**

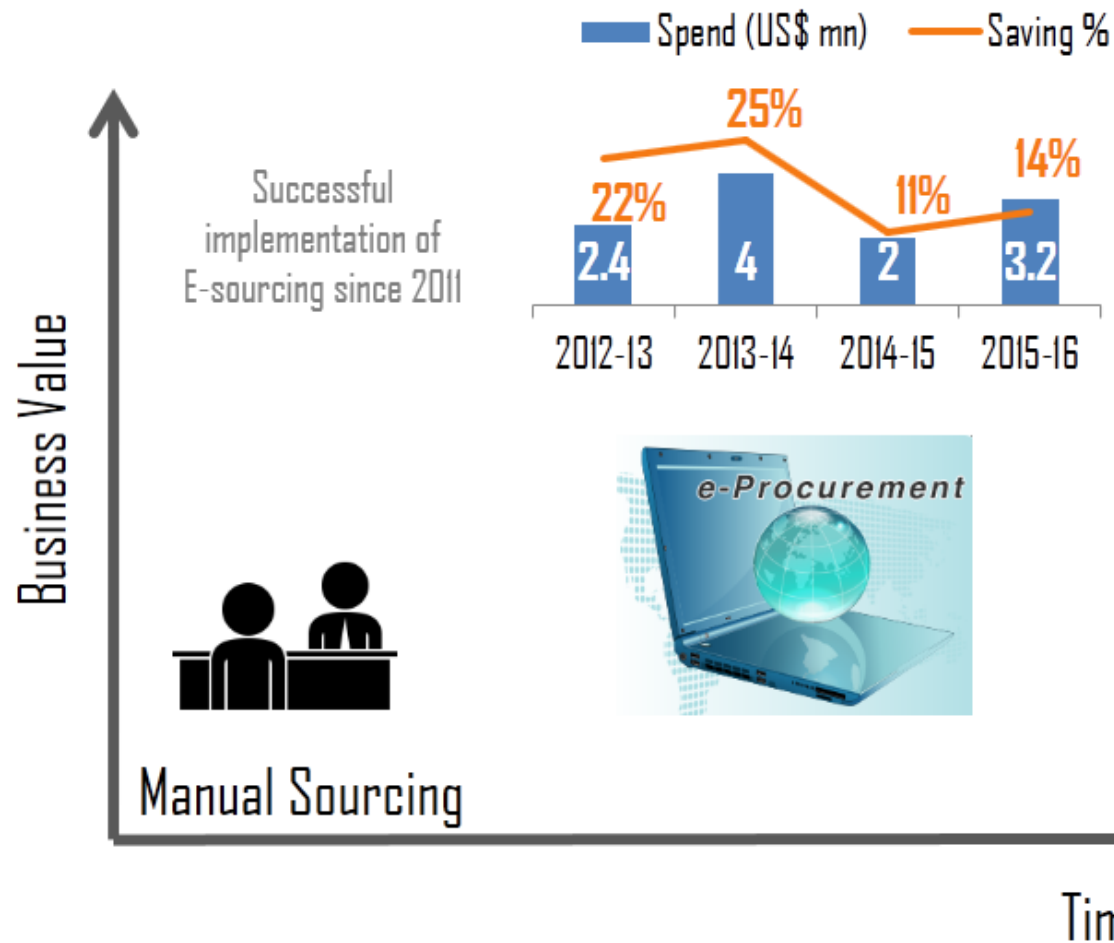
Displays  
**Humility**

**Collaborates**

Empowers  
&  
**Develops**

# e-Sourcing : Early successes in India

19% cost savings over a period of 4 years & improved process transparency...



These wins paved the way for

Thinking **Big**

Thinking **Global**

Beyond **e-auctions**

# E-Sourcing: managing global complexities with ivalua



cg consus



## USA

- Open Markets: fully globalized
- Cultural focus on process automation, efficiency, controls.
- Multiple e-RFP resulted in 10% savings
- System adoption : 3 months

## India

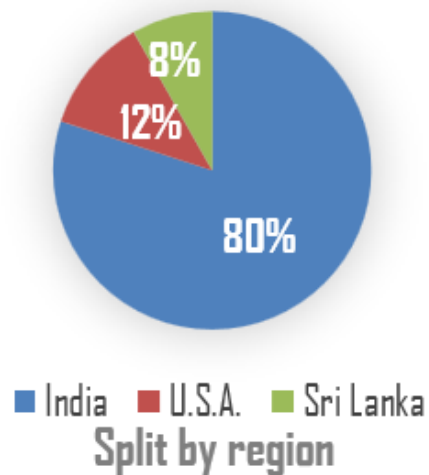
- Increased choices: Transforming into Open Markets
- Cultural focus on negotiations on everything
- 19% cost-savings identified mainly thru e-Auctions
- System uptake : 3.5 years

## Sri Lanka

- Controlled market with government intervention
- Cultural focus on being cautious
- Use of e-RFx to look beyond local to address oligopolies on total landed costs
- System adoption: > 3.5 years

# Contracts and Catalogues – The story so far...

**Before** ivalua: PGL had limited view on total contract volumes and deadlines, often leading to penalties; engineers approving PR from 64 departments for the same item



- Intelligent Contract Authoring
- Negotiation & Collaboration
- Workflow Approval & Execution
- Usability and Productivity
- Risk & Compliances
- Single Source of Truth

**After** ivalua: achieved significant **cost avoidance** in contracts and **75% reduction** in **process cycle time**



PGL's journey from **source to order**, from **Indian to global** is in partnership with

**Consus Consulting Group (CCG).**

- for staying the course, for embedding **ivalua** – from a point solution to a **S2O platform**

# FROM SOURCE TO ORDER



- Designing sourcing **processes globally**
- Vendor **discovery** particularly for closed markets
- S2O platform configuration and **right-sizing**
- Data **migration**
- Implementation methodology
- Co-piloting e-sourcing – a sustained approach to embedding technology @ PGL