

Achieving 54% savings in procurement costs for one of the largest independent power producers in Asia

Procuring their maintenance, repair and operation items with a 35% reduction across all suppliers



The Company is an independent power and water producer based in Asia. Its business includes power generation, water desalination, and operation and maintenance services. It operates in two segments: Asset management, which is engaged in managing assets to achieve the return and the process of monitoring and maintaining facilities systems, and Operations and maintenance, which is engaged in providing repair and maintenance services for all the power plant equipment within the Company. They also have subsidiaries, who are engaged in the design, construction, operation and maintenance of a combined cycle power plant, generation and sale of electrical energy and generating capacity of the power plant.

The Objective

- To perform conveyor belt splicing and hot vulcanizing services for better production and smooth transaction of coal

The Approach:

- Data gathering for the project requirement along with end user technical team scoring
- Technical and commercial evaluation for all vendors
- Discussion & negotiation with Qualified vendors on delivery lead time
- Competitive bidding through e-auction

The Key Benefits:

- 54% (\$295k) Savings
- generated from incumbent vendor
- Price reduction of 35-45% across all suppliers
- Delivery & completion of work within the timeline

The Limitation:

- Not allowed to add new supplier because of time constraint

COMPANY:

Power Generation

INDUSTRY:

Independent Power Producer

TURNOVER:

\$1 billion

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