

Realizing Significant Cost Savings and Driving Best Practice Processes across the Organization

Challenges	Solutions	Results	
<ul style="list-style-type: none"> Ensuring consistency in sourcing the same categories repeatedly Spend profile highly skewed towards direct materials vs. indirect spend Multiple challenges associated with adding new vendors for direct materials High complexity associated with sourcing categories in a volatile environment Increase in total number of projects to be executed by a particular team and delay in completing each sourcing project Very-complex supply chain, with manufacturing presence in seven countries Required careful evaluation and selection of furnace oil and solvents transportation service providers from limited pool 	<ul style="list-style-type: none"> Adopted global centralized sourcing structure as a first step towards consolidation of spend Solutions used to implement best-in-class category-specific templates and processes, to create effective marketing making, and to evolve right negotiation strategies to drive cost reduction Worked together to identify sourceable spend, aggregate spend across various plants, standardize RFQs, recommend vendors for indirect spend, and evolve sourcing solutions for strategic items E-Sourcing team conducted extensive training programs, knowledge sharing sessions, and category-specific idea generation Extended initiatives beyond India to the U.S., Nigeria, and Romania 	<ul style="list-style-type: none"> Significant cost savings Increased operational efficiency, knowledge management, audit proof methodology, and better reporting systems Standardization of sourcing-related templates across all locations and departments provides clarity on data requirements at each stage of the sourcing project Have sourced a diverse set of categories including raw materials, MRO, packaging, logistics, projects/capex, and administrative spend Global team now equipped to conduct online sourcing events <p>“Investing in spend management solutions has not only helped us realize significant cost savings, but also allowed us to drive best-practice processes across our organization. With Ariba, we have the tools we need to build on our success and expand our spend management initiatives to several overseas locations including the U.S., Nigeria, and Romania.”</p> <p>Govind Jaju, Vice President, Global Material Sourcing and API Business, Ranbaxy Laboratories Limited (RLL)</p>	<p>Company Ranbaxy Laboratories Limited (RLL)</p> <p>Profile India's largest pharmaceutical company, Ranbaxy is an integrated, research-based, international pharmaceutical company that produces a wide range of quality, affordable generic medicines trusted by healthcare professionals and patients across geographies.</p> <p>Ariba Commerce Cloud Features</p> <ul style="list-style-type: none"> Ariba Sourcing Ariba Sourcing Services

