

Case Study 1: Spend Optimization



Pharmaceuticals



₹ 270 million



Domestic : 50%
International : 50%

Overview

Identify gaps, spend visibility & urgent need to control costs

Enterprise Challenge

- ▶ Policy Exceptions
 - Entitlements - per diem
- ▶ Very LOW Travel Policy Compliance
- ▶ Transaction fulfilment-offline, hybrid model
- ▶ No compliance on advance purchase
- ▶ Lack of Data visibility to drive decisions

Enterprise Challenge

- ▶ Spend Data Analytics with focus on
 - Advance Purchase, Cancellations, Policy
- ▶ Benchmark Contracts inter/intra industry
- ▶ Stakeholder buy-in: Strategy presentations
- ▶ Design & Drive Business Transformation
- ▶ Traveler Engagement & stakeholder update

Delivering Savings

Spend Visibility & Transparency Consulting

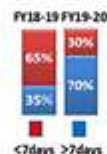


- Drive Compliance with visibility
- Exception approval for class upsell
- Data Analytics for analysis & insights



- Drive Compliance with visibility
- Exception approval for class upsell
- Data Analytics for analysis & insights

Advance Purchase



- Enhanced AP buying up 35%
- ATP on Top 5 sectors down 40%

Airline Contract Benefits



- Complimentary Meals & Seats
- NIL cancellation fee* (15%)
- NIL re-scheduling charges* (18%)
- Enhanced AP buying due to NIL xxIn

Favourable Outcomes



- ▶ Enhanced Policy compliance delivered \$120k
- ▶ Contract Renegotiations savings 15%
Meal & Seat (4%) Re-issue (5%) Refund (6%)
- ▶ AP controls doubled
- ▶ Spend Optimization resulting in savings
11% (12 months) & 15% (24 months)