

# E-SOURCING IS A PROVEN METHOD FOR DRIVING COST SAVINGS AND SUPPLY CHAIN VALUE



**Graphite India Limited**

**CUSTOMER**

Graphite India Limited

**TURNOVER**

\$250 Million

**INDUSTRY**

Graphite and Carbon Products

Graphite India, as the name suggests, is the pioneer in Carbon and Graphite products in India ever since it came into existence way back in 1960s. Starting with Electrodes, the core product of the company, it gradually extended its focus into research and development and entered into the coveted arena of Specialty carbon and graphite applications. It then added the Heat Exchanger Equipment's and Glass Reinforced Pipes (GRP) in the product portfolio. Today, it has a strong global presence and is among the top few companies with respect to capacity, customer bondage and an impeccable service record.

Consus Consulting Group Pvt Ltd-India has been associated with Graphite India as consultants for implementing and driving E-auction initiative using E-software platform for procurement. The dedication of the Team Members of CCG has helped GIL to implement the system across India in a short span of three months. Consus Team has trained the procurement team across seven locations and generated substantial saving for GIL.

## THE COMPANY'S TOP OBJECTIVES

- The expertise of procurement organization combined with the experience of our E-sourcing team delivers: Bring about complete transparency throughout the sourcing lifecycle
- Unlimited E-sourcing events, category reach, and saving potential

## THE RESOLUTION

The initiative and hard work of CCG Team in has helped in identifying new vendors & has increased our vendor base which in turn has helped to generate the savings

## THE KEY BENEFITS

E-sourcing system has brought about transparency in the procurement process, reduced the procurement time and generated savings

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