



**BIDTECH**  
Procure, Analyze, Award



BidTech  
helps you  
simplify  
procurement  
process and  
increase  
savings.

## Customer

The customer is a producer of cements and has the world's largest single-stream Cement plant. ProductionCapacity of the customer is about 2.6 MTPA. The customer is the largest exporter of bagged cement with more than 70% market share and they have a share of 24% of country's cement & clinker export.

They also have over 2000 retailers and dealers across the country that allows for their produce to reach the end customers easily. Their capacity to handle and ship is about 7150 tonnes per day. Customer understands the power of technology and adopts them rigorously towards improving production efficiency, operational efficiency, customer service and satisfaction

## Business Need

The customer was finding it difficult to accurately pinpoint and manage the costs related to their procurement . though then understood that there is savings to be achieved, they just couldn't find a way to get this done because of tedious back office processes and dependence on work force, which was liable to commit mistakes and reduce savings.

### **Their needs can be summarized as:**

- Eliminate limitations in traditional procurements systems
- Reduce costs, reduce process times, and cycle times
- Make the process transparent
- Improve visibility to supplier expertise
- Automated process for procuring both raw materials and services

# BidTech Benefits

- Manage supplier relationship towards achieving better result ①
- Reduction in transaction costs of their procurement process ②
- Greater purchasing compliance ③
- Better negotiated pricing through aggregated spend ④
- Lower total cost of ownership ⑤
- Faster deployment and rapid adoption ⑥

## About KCS

- KCS is predominant Software Development IT consulting Services Provider Company serving to the industry since 9 years.
- KCS is a key player in E-Procurement for the SME & Corporate Segment
- Core focus is in building strong technology IP offering solutions in the enterprise applications.

KCS is a technology consulting and Development Company with focus on middleware engineering services Entertainment, Manufacturing, Logistic, Insurance, Financial & Hospitality etc. Our offerings help our customers reduce their time-to-market; reduce costs and drive business value. KCS Services offering with bespoke development, web application, Web Portal, ecommerce development, website development etc.

Combining a fresh perspective to high volume business transaction with our experience in advanced technologies, we deliver consistent result for projects rarely achieved with conventional methods. Our proprietary business transaction framework called TranZnet handles high volume centralized transaction over multi location points of transaction .

Customer outcome are underpinned by our deliver methodology and best practices, proven across the spectrum of related business sectors.

Krish Compusoft Services presence:

- Headquarter in Ahmedabad
- Mumbai
- London
- UAE
- Canada.



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# BidTech Solution

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A full-Service BidTech implementation was carried out for the customer, and it ensured that all their needs were met. Over that and within weeks implementation BidTech has started providing visibility on hard cash savings to be obtained in the procurement process.

## **BidTech implementation involved the followings:**

- Vendor registration and approval
- Generation of purchase requisition: generation of RFQs
- Automated intimation to vendor through SMS and E-mail
- Submission of online re-bidding by vendors
- Bidding or re-bidding by vendors
- Automated bid analysis and categorization
- Decision support system for allocation of bids

Some of the other features of the implemented solution were best-in-class data Security and integration of BidTech with their existing ERP system.

## **BidTech Deployment**

BidTech was deployed in a time frame of 3 weeks, which is extremely fast. This allowed the customer to start using them immediately and start realizing their savings faster.

## **User Adoption**

BidTech ensured that all the stake holders involved in using the system had knowledge on how to use it, through its audio-visual training. This resulted in better understanding, thereby ensuring better productivity and better savings. More often than not, companies implement a procurement solution and they don't use them effectively. Essentially, after a period of time, they go back to doing maverick procurement and this will result in inefficiency and does not result in cost savings. BidTech understands that ensuring user adoption is the most critical activity and provided the customer with necessary with necessary training to make that process simple.

## **Success**

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Within weeks of BidTech implementation, customer achieved 15% reduction in their 350 crore transportation procurements budget, which gave them an ROI of huge proportion.

Additionally, considering the amount of procurements done by the customer there are at least 10-15 open procurement process in BidTech that are being worked on. Essentially, this provides savings almost on a daily basis to our customer.