



Ishtrasha Pvt.Ltd

Optimizing Office Supplies Procurement

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<https://ishtrasha.com>



sales@ishtrasha.com



[ishtrasha-pvt-ltd](#) | LinkedIn

Optimizing Office Supplies Procurement: Strategic Supplier Categorization Success

- Customer sought a streamlined office supplies contracting model with qualified regional suppliers. A structured RFX process evaluated 16 suppliers across global, regional, and local tiers, resulting in a two-tier supplier strategy focused on cost, quality, CSR, risk, and innovation. The initiative improved procurement efficiency through a global e-platform, achieved 28% savings, and established a 3-year fixed-rate supplier contract with bonus and incentive provisions.





01

Client Overview



A global chemical manufacturing leader operating in 60+ countries, known for specialty polymer: driving chemical engineering innovation.

02

Business Challenge



Challenge was balancing quality, service, and cost in global office supplies sourcing while improving spend visibility, streamlining ordering and procure-to-pay processes, and ensuring competitive pricing with sustainable supply practices.

03

Ishtasha Solution



Sixteen suppliers were evaluated through an RFX process, leading to a two-tier supplier model based on cost, quality, CSR, risk, innovation, and regional requirements to optimize office supplies procurement.

04

Results



The strategy improved procurement efficiency, transparency, and regional supplier management through a global e-platform, delivering 28% savings and a single supplier contract with fixed pricing, bonuses, and incentives for 3 years.



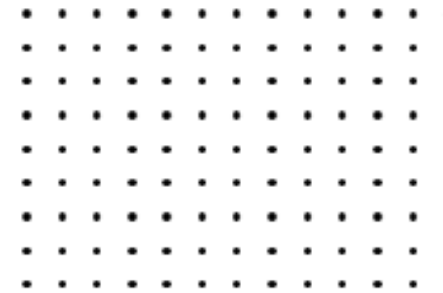
Savings
28%



**Single supplier
Contract with fixed
pricing
3 years**



**Bonus Provision &
Incentive Program**
On contract sign-in and
linked to performance



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