



Ishtrasha Pvt.Ltd

Tail-End Spend Management Support for **MRO and Engineering Services**

- Visit our website at www.ishtrasha.com



Driving Efficiency in Tail-End Spend Management for MRO & Engineering Services

- Supported a leading global consumer goods company in optimizing MRO, Capex, and Engineering Services procurement through a centralized sourcing support model, catalog management, supplier rationalization, and compliance improvements. Managed over 30,000 purchase requests annually across €25 million spend, delivering 6–8% cost savings, reducing the supplier base by 48%, improving sourcing cycle times, and enabling €10 million of spend through catalog-driven procurement with enhanced visibility and control.



01

Client Overview

One of the leading global consumer goods companies, with operations spanning multiple countries and a diverse portfolio of well-established brands.

02

Business Challenge

Organizations face challenges where procurement teams spend too much time on transactional tasks instead of strategic activities, resulting in missed cost-saving opportunities. Long sourcing cycles causes supply and service disruptions, while poor policy compliance and limited spend visibility reduce overall efficiency and control.

03

Solution

On behalf of organization, I spearheaded project while partnered with the client's procurement team to streamline the management of MRO, Capex, and Engineering Services spend, with a focus on cost savings, compliance, and spend visibility. I designed and deployed a sourcing support model managing over 300 suppliers. The engagement included implementation of product and service Catalog with 9,000 line items valued at nearly €10 million, deployment of engineering service rate cards, and improvements in procurement compliance and harmonization. We developed a customized tool wherever required for tracking, enabling better reporting, SLA monitoring, and procurement visibility.

04

Results

The engagement delivered strong procurement transformation across an annual spend of ~€25M, achieving 6–8% cost savings through strategic sourcing, supplier rationalization, and process standardization. Supplier base was reduced by 48%, sourcing cycle times improved across transaction types, and ~€10M spend was enabled through catalog-driven procurement, enhancing compliance, visibility, and operational efficiency.



6–8% Cost Savings (Y-O-Y)



48% Supplier Reduction



Faster Sourcing Cycle Times



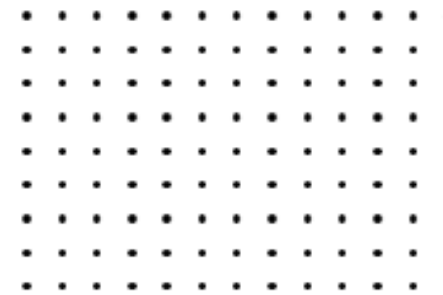
Improved Spend Visibility & Compliance



€10M Catalog-Enabled Spend



30 k + Purchase Requests Managed Annually



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