



Supply and installation of AC's for OYO rooms



INDUSTRY

Hospitality



GEOGRAPHY

India



CHALLENGE

To finalise rate contract for supply and installation of AC's for OYO rooms



SOLUTION

Adoption of the best auction strategy, introduction of competition



RESULTS

5.46 % savings was achieved from client's benchmark price of the ARC.

The Client

OYO ROOMS is India's largest hotel network spread across 230 cities with 8500+ hotels offering standardized and hassle-free stay experiences at an unmatched price.

Business Requirement

mjunction received a mandate to finalize the contract (ARC) for supply and installation of air conditioners across India Basis through RA/ ASS & EPS integrated online price negotiation process.

The Business Challenge

- On-boarding OEM vendors within stipulated period as the requirement was across India.
- Since the entire line-up of air conditioner's BEE rating changed across the country from Dec17, major OEMs were unable to prepare the new spec & model within the stipulated time line.
- Bringing suppliers into integrated RA/ASS & EPS online platform

The Solution and Strategy adopted

- mjunction team standardized the commercial terms and condition
- Close engagement and co-ordination with the client was kept throughout the sourcing process
- Prepared price comparison statement & vendor's technical offer to evaluate the bids.
- Recommended the suitable bidding strategy, which met the client's expectation.

Result and Achievements

- The auction saw intense competition among the suppliers
- 5.46 % savings was achieved from client's benchmark price of the ARC.