

## Procurement of Portland Slag Cement for IFFCO



INDUSTRY

Fertilizers



GEOGRAPHY

PAN India



CHALLENGE

To finalise supplier to supply 120MT portland cement per day



SOLUTION

Analysis of price trend, introduction of new suppliers



RESULTS

Savings of 2.5% from the client estimate

### The Client

Indian Farmers Fertiliser Cooperative Limited (IFFCO) is one of India's biggest cooperative society, which is wholly owned by Indian Cooperatives with their vast marketing network of over 36,000 cooperative societies they have reached more than 5.5 Crores farmers in India.

### Business Requirement

mjunction received a mandate from IFFCO for sourcing of Portland Slag Cement

### The Business Challenge

- There was a scarcity and a 300 % increase in the price of slag, which is a major raw material of Portland cement.
- The previous supply was excluded from the bid because there was a supply constraint.

### The Solution and Strategy adopted

- Raw material price trend was analysed over yearly horizon to evaluate demand and supply of the material.
- mjunction short-listed buyers to suit client expectation
- On assessing the uptrend and volatility, mjunction insisted client to finalize price for spot quantity (1500 MT) at that point of time.
- A new supplier seeking capacity utilization was introduced who was ready to comply client- schedule, as planned (120 MT per day).

### Result and Achievements

- Newly introduced supplier won the tender
- 2.75% Savings was achieved from client estimate, on an uptrend market