

# OPTIMIZING ENVIRONMENTS. RE-EVALUATING EFFICIENCIES.

An Intelligent Approach Towards Assessing Total Cost of Ownership

 Engineering a *better world*.



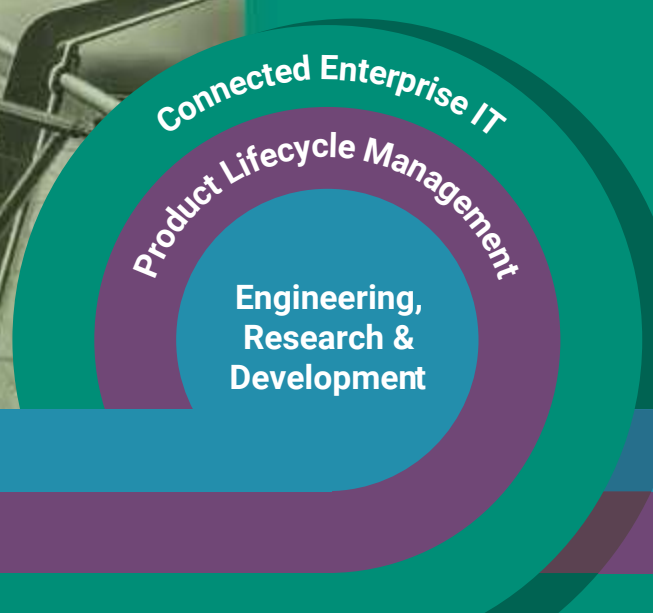
# SOURCING

# PRODUCT DEVELOPMENT IS AT THE CORE OF EVERYTHING WE DO

We empower our clients to make their product dreams a reality by designing, engineering, validating and industrializing better products.

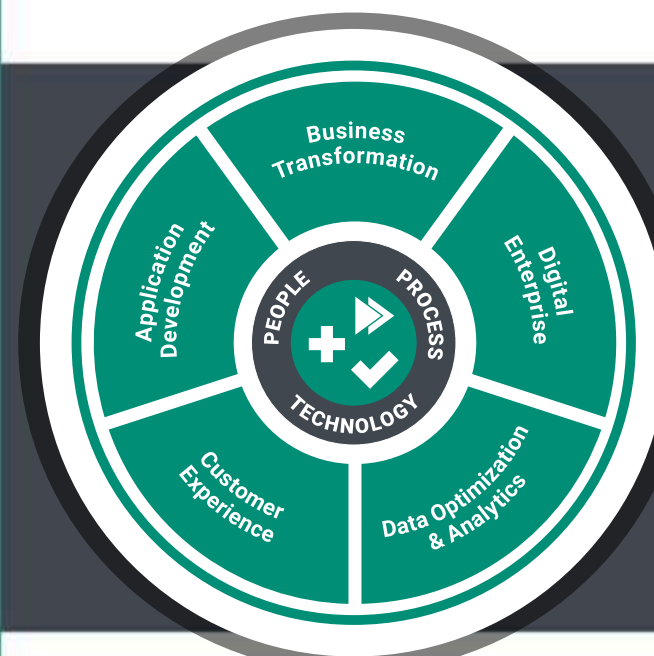
Unlike any other organization in our sector, beyond engineering and product development, we've had the curiosity to pursue the optimization of end-to-end manufacturing. The result is a complete understanding of the benefits associated with the digitalization of modern manufacturing.

Architected well, the complete product realization lifecycle is a virtuous feedback loop designed to embrace the data that supports the continuous improvement of better products.



# WHY TATA TECHNOLOGIES?

Tata Technologies leverages more than 25 years of cumulative knowledge and experience to help the world's leading manufacturers create great products and select, deploy and adopt the technologies that underpin the entire product realization lifecycle. Drawing on a combination of people, process and technology, we drive efficiencies and innovation to help our clients meet their design, engineering and production challenges.



## CONNECTING THE MANUFACTURING ENTERPRISE

Tata Technologies' connected enterprise IT solutions enable businesses to optimize the application of technology for the manufacturing sector, removing critical data discontinuities and enabling a platform for the complete digitalization of modern manufacturing. Our vast experience with product development and manufacturing engineering helps provide enterprise-wide visibility of the key performance indicators for seamless manufacturing execution.

## CONNECTED ENTERPRISE IT (CEIT) SOLUTIONS

- Enabling smart connected factories
- Delivering global solutions for digital manufacturing
- Extending the digital lifecycle into effective manufacturing with enterprise resource planning (ERP), manufacturing execution systems (MES), supply chain management (SCM), customer experience management (CXM), business analytics and intelligence (BA/BI), complemented by world-class application maintenance services (AMS)
- Other legacy IT systems

Capacity to Create

Process to Create

Manufacturing Enterprise IT

# OPTIMIZED PROCESSES. SMARTER MANUFACTURING.



## LEADING EDGE

Tata Technologies has worked with global companies in the automotive, aerospace and industrial heavy machinery industries for more than 25 years. This experience has enabled our specialized teams to manage and support the entire sourcing program for clients around the world. Our highly experienced practitioners improve operational efficiencies by providing cutting-edge consulting and implementation solutions for strategic sourcing. We drive operational excellence by combining technology and domain expertise to implement solutions for complex problems, providing valuable information back to the client in real-time.

## OPTIMIZING YOUR PRODUCTION ENVIRONMENT FROM STRATEGY THROUGH IMPLEMENTATION AND BEYOND

Businesses today operate with limited resources in an increasingly competitive environment. Strategic sourcing – the process of continually improving and re-evaluating business-related purchases and their procurement – has become a requirement in order to remain competitive. This process enables organizations to become more efficient and effective over time, and reduces process inadequacies.

Strategic sourcing, considered to be the starting point for product realization, maps out a future-state supply chain process optimized for each stage of production.

An *Intelligently Different* sourcing strategy can significantly lower the cost of goods and provide sustainable improvements in procurement that translate directly to the bottom line.

## IMPROVED PERFORMANCE THROUGH BUSINESS METRICS

10%

Reduction in material price  
i.e., savings using eBidding tool

10%

Reduction in inventory

85%

Of invoices are posted  
automatically rather than manually

20%

Reduction in cycle time due to  
increased efficiency in communication

40%

Reduced total cost of ownership  
using online auction

40%

Improvement in vehicle  
turnaround time

60%

Reduction in time required for design  
release to contract process of parts for  
new product introduction (NPI) projects

100%

Control over budgetary cost  
deviation for NPI projects,  
eliminating cost overruns

25%

Reduction in manpower on account  
of cost by improving communication  
and transactional efficiency



BETTER SOLUTIONS.  
BETTER OUTCOMES.



### Procurement

- Supplier Portal
- e-Requisitioning
- Catalog-based Procurement
- Master Data Management (MDM)
- Online RFQ Processing for Direct and Indirect Material
- Auction Reverse and Forward
- Contract Lifecycle Management
- Drawing and Document Collaboration
- Automated Invoice and Payment Processing



### Category Management

- Category Strategy
- Outsourcing
- Total Cost of Ownership
- Implement Category Strategy
- Monitor Category Strategy



### Procurement Business Intelligence

- Benefits Management
- Contract Compliance
- Procurement Performance Management
- Spend Analysis
- Establish Source of Supply



### Strategic Sourcing

- Material Purchases
- Global Sourcing
- Commodity Risk Management and Procurement
- Contract Award and Administration



### Supplier Base Management

- Supplier Evaluation
- Supplier Relationship Management
- Supplier Performance Evaluation
- Contract Management
- Supplier Development
- Supplier Cost Reduction
- Supplier Exit
- Supplier Relationship Transformation



### Risk Management

- Supply Chain Risk Management
- Category and Commodity Risk Management
- Sustainable Procurement
- Supplier Risk Management



### Supplier Quality

- Product Part Approval Process (PPAP) and re-PPAP
- Automated Issue Management System (AIMS)
- Supplier Delivery Optimization



### Product Development

- Project and Portfolio Management (PPM) Module
- Event Tracking System (eTS) Module
- Capital Budgeting (eCAPEX) Module
- Integrated Cost Management (eICM)

# SERVICE OFFERINGS

## OUR STRATEGIC SOURCING FRAMEWORK

Our strategic sourcing solutions streamline processes to ensure an optimized supply chain. We develop customized line of business applications to meet the organization's operational objectives and ensure quick and cost-effective implementation.

Objectives				
Reduced Total Cost of Ownership (TCO)	Alignment with Business Objectives	Innovation and Business Transformation	Solution Quality, Flexibility and Speed	Comprehensive Coverage
Enablers	Transform	Realize	Enable	Enablers
<b>People</b> Domain Experts Process Owners Subject Matter Experts  <b>Process</b> Quality Delivery Metrics  <b>Infrastructure</b> Scalable Data Center Secured Offshore Delivery Engineering Center (ODEC)	Inputs			<b>Tools</b> Connect Partner SAP Ariba SAP Supplier Relationship Management (SAP SRM)  <b>Service Practice</b> Java® Microsoft®.NET™ SAP  <b>Industry Practice</b> Automotive Aerospace Industrial Heavy Machinery
	Business Workshops	Deliver Transformational Opportunities	Opportunities for Improvement and Strategic Inputs	
	Work Streams			
Plan, Execute and Verify	Business Analysis and Service Efficiency	Implement Process and Improvement Proposal		
Deliverables				
Blueprint and Gap Analysis	Process Improvement Proposal	Enhanced Productivity		
<b>Jump Start Launch</b> →	<b>Operational Excellence</b> →	<b>Strategic Solutions</b> →		

### Tata Technologies Differentiators

Specially Developed Solution Fitment to Cater to Varied Industries	Resource and Technical Expertise Across Large-scale Automotive OEMs	Consult-Implement-Change Management Methodology Until Client Realizes Benefit	World-class Delivery Models (Onsite/Offshore/Nearshore)	Customized Pricing Models (Outcome based/Pay-as-you-go/Savings Realization)
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ACCELERATING  
PROGRESS.  
DRIVING  
RESULTS

## KEY DRIVERS TO SUCCESS



Large customer network across the value chain

1,200

Man-years of implementation experience

150+

Experienced employees on multiple projects



Value management methodology, including benchmarking with peers/competitors and a business case to support business processes and KPIs



Single preferred partner for a large number of OEMs for implementing sourcing transformation programs



Registered as a value added reseller (VAR) partner for SAP

# VALUE DELIVERED

Tata Technologies supported the automotive manufacturer by integrating strategic sourcing processes with product lifecycle management (PLM), while ensuring proper scheduling and documentation of interaction with suppliers, eliminating manual work.

## THE COMPANY

An Indian multinational automotive manufacturing company and a subsidiary of one of the largest Indian conglomerates with manufacturing plants around the world.

“I would like to express my appreciation for the efforts of Tata Technologies in the SRM program at our organization. Tata Technologies has been with us in our SRM journey right from the stage of inception and we consider them to be our strategic IT business partner. The SRM program began with a few hundred users and has grown to a mature stage consisting of over 3,000 vendors. We are glad to associate with Tata Technologies, since they have been with us through thick and thin, and have enabled a successful implementation.”

– Chief Information Officer, An Indian multinational automotive manufacturer

## THE CHALLENGE

The client needed to improve operational efficiency and reduce time-to-market for new product introduction. The sourcing solutions projects had multiple challenges, such as:

- ▶ Lack of uniform and standardized processes across business locations
- ▶ Delays in non-purchasing processes like bid list approval and technical review leading to status forfeiture
- ▶ Lack of integration with the PLM system resulting in incorrect, or at times absent, engineering drawings
- ▶ Non-standard and non-uniform documentation of purchase interaction with the supplier base
- ▶ Absence of an automated delegation of authority (DoA) approval process

## THE SOLUTION

Implementation of SAP Supplier Relationship Management (SAP SRM) Enterprise Buyer Professional (EBP) suite to tackle the above-mentioned challenges and streamline all necessary and pivotal processes.

# THE RESULTS



Visible reduction in cycle time across design release to contract/process stages, i.e., from three months to 15 days



Improved level of productivity due to increased throughput and reduced cycle time



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