



Pantavani's strong team helps companies function more efficiently by connecting them with the right partners.

# Providing eProcurement to boost profits and efficiency for Asia's largest firms

Its end-to-end services yield massive cost savings for multinational clients from various industries.

An efficient procurement system is crucial in significantly reducing costs for any business. This is why Pantavani, a leading Thai company founded in 2001, has dedicated itself to developing one of Asia's best electronic procurement (eProcurement) and online auction (eAuction) platforms.

Pantavani provides end-to-end services, securing the entire purchasing process from online information requests to online purchase, purchase document management, and online invoicing. It also provides in-depth spend analysis and provides real-time insight into all of a client's data. "We serve leading large to small companies from various industries, such as telecommunication, banking and insurance, retail and distribution, energy, manufacturing, and education in 12 countries across South Asia. We help them to achieve higher business efficiency and profits, by giving cost savings without compromising the quality of their product and services," explained Apisit Kuparatana, Managing Director at Pantavani.

## Process efficiency

Among Pantavani's satisfied partners is one of Thailand's leading telecommunications providers. Pantavani has worked with the leading telco for over

**With eProcurement data analysis and our cost-saving methodology, the customer can enjoy increased profits from smart cost savings.**



19 years, providing dedicated service to increase procurement efficiency and cut costs. "Out of the total corporate procurement spending of US\$2.7b, we spent approximately US\$2.2b in 2019 through Pantavani's platform," noted a representative from the telco company.

Pantavani automates all processes by replacing the traditional manual processes and paper works, which leads to cost and time efficiency. It also offers transparency of all spending transactions, improves analysis through centralised data management, and minimises error and waste through a real-time



Apisit Kuparatana, Managing Director at Pantavani

DASHBOARD for decision making. “The eAuction platform shortens negotiation time and provides up to 30% cost savings, whilst staff productivity is improved by giving them more time for strategic tasks, conducting strategic sourcing, and improving supplier relationships,” the representative added.

Pantavanij also provides an Online Supplier Registration Platform, which ensures that suppliers comply with the Dow Jones Sustainability Index (DJSI). Suppliers can also submit invoices anytime via an automated invoice management system. “Without solid support from Pantavanij, we would not achieve our business goals. Over the past 19 years, Pantavanij is not only our service provider for eProcurement but also our main business partner for procurement excellence and sustainability,” the representative said.

**Mastering procurement**

Most organisations are experiencing severe competition from a procurement standpoint as maintaining profit margins has increasingly become challenging. In their quest to reduce the cost and improve the profit margin, businesses cannot afford to compromise on quality and lose out to the competition. Pantavanij’s eProcurement, on the other hand, helps these companies to retain the quality of their product at lower costs and helps them function more efficiently by enabling them to collaborate with other companies and merchants located in different countries.

CPF, one of the world’s leading agro-industrial and food conglomerates based in Thailand, perceived trust and adopted Pantavanij’s eProcurement and eAuction platform. Through day-to-day operations in different business units across nine countries, Pantavanij was in charge of digitising and centralising their full source-to-pay process, increasing visibility and controlling overconsumption, and turning the procurement function into a profit generator.

As a result, CPF realised tangible outcomes for many years, including single-digit cost savings. Despite having year-over-year significant revenue growth and cost savings realised, CPF aims to optimise spending by extracting procurement data over the past 3 years to analyse further. With seasonal, perishable and variable products, the competitive procurement process may incur significant costs if the process is handled inefficiently.

To help put ease in the supply chain, Pantavani’s eProcurement platform improves process efficiencies and helps customers achieve bottom-line savings. This yields a higher return on investment at economical prices, whilst appealing to the specific and local requirements of the clients. Pantavanij brings a niche quality in its eProcurement application, which is embedded with the company’s knowledge and experience of the industry.

**Managing costs**

Pantavanij consultants and CPF procurement specialists jointly identified 12 major product categories which resulted in additional double-digit cost savings for 2019, compared to the previous year..

“We identified cost-saving approaches and handpicked the appropriate levers out of 30 levers for each subcategory. We implemented RPA adoption for the procurement process, as well as best practices for eAuction preparation and negotiation, along with AI support, to procure commodity products with the right volume, quantity, and quality, matching them with the right supplier at the right place and time,” Apisit explained.

In addition to the cost savings realised, CPF has developed staff’s skills and knowledge as well as procurement best practices which help to drive a long-term transformation and achieve a sustainable cost



**Inroads into Southeast Asia**

Compared to many companies in Europe or America which invested heavily into lowering procurement costs, only a few large ASEAN companies have implemented similar measures. This may be due to the high adoption cost of eProcurement, limited number of information, experienced experts, and limited knowledge about successful cases.

In line with its goal of boosting its ASEAN presence, Pantavanij has recently opened a new facility in Ho Chi Minh City, Vietnam. Clients in Vietnam share similar procurement challenges with Pantavanij’s existing Thai clientele, allowing the company to leverage its expertise and deliver its tried-and-tested eProcurement and eAuction platforms to a new market.

“Vietnamese companies need assistance and advice for their procurement teams and strategic suppliers. Hence, Pantavanij’s end-to-end completed cloud-based platforms with supplier database, experienced eProcurement advisor and support, and a reasonable investment amount have received a warm welcome from the Vietnam market to date,” Apisit noted.

**Streamlined for SMEs**

Pantavanij’s services are not only suited for large businesses. It can also provide significant cost savings for small and medium enterprises, which often have less purchasing power and a smaller number of quality suppliers to work with.

“Normally, each large client has their own unique procurement process and techniques, while smaller clients seek a standard procurement practice to have better procurement efficiency,” Apisit noted. “Our eProcurement and eAuction platform provides functionalities and information such as sourcing function, large trusted supplier community, price submission and evaluation, auctioning function, and historical purchase data. We can fill up those gaps and empower them to purchase quality products at negotiable prices from trusted suppliers.”

Moving forward, Pantavanij intends to extend the reach of its eProcurement and eAuction platforms to a greater number of ASEAN companies, which share many similar requirements, to significantly increase their procurement efficiency and cost savings.