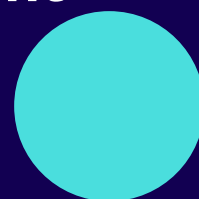




# INTERNATIONAL

"Your Partner in Your Procurement"



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## WHO WE ARE

JC INTERNATIONAL is a highly regarded procurement and supply chain service provider. Established in 2005, we are committed to providing our clients with creative and cost-effective solutions to meet their procurement and sourcing needs. Our client base spans a wide range of industries, including construction, energy, communication, healthcare, manufacturing, technology, and many more.

JC International is a part of the JC Group and operates in several specialized sectors with an annual revenue of approximately \$100 million. We provide a range of services, from sourcing and purchasing to inventory management and logistics, depending on the needs of their clients.

For more details please visit our website [jcgroups.in](http://jcgroups.in)

### **Vision**

"Our vision is to become a trusted partner in procurement services, delivering innovative solutions and exceptional value to our clients."

### **Mission**

"Our mission is to simplify procurement for our clients, leveraging our expertise, technology, and global network to deliver cost-effective, sustainable solutions that drive their success."

# PROCUREMENT SERVICES

WE PROVIDE DIFFERENT  
LEVELS OF PROCUREMENT  
SERVICES.



**Service#1**

## **Strategic Sourcing (Level 1)**

"Maximizing Value, Minimizing Costs: Strategic Sourcing for Success!"



**Service#2**

## **Managing Source to contract (S2C) Cycle (Level 2)**

"Efficiently Sourcing, Expertly Contracting: Your Ultimate Solution!"



**Service#3**

## **Managing Source to Pay (S2P) Cycle (Level 3)**

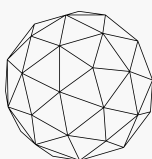
"Streamlined Procurement, Simplified Payments: Your One-Stop Source to Pay Solution!"



**Service#4**

## **Category Management (Level 4)**

"Maximizing Efficiency, Optimizing Savings: Category Management for Your Success!"



**Service#5**

## **Procurement Management (Level 5)**

"End-to-End Procurement Solutions: Your Partner for Cost Savings and Strategic Growth!"

# STRATEGIC SOURCING

## SOURCING SERVICES (LEVEL -1)

We will handle all seven steps involved in identifying and evaluating suppliers. Further communication shall be take care by the client.



## WE IDENTIFY SUPPLIERS THROUGH

### MARKET RESEARCH

Conducting market research to identify potential suppliers who offer the required goods or services. This can involve searching online directories, industry associations, trade shows, and other sources.

### SUPPLIER DATABASES

Using supplier databases or procurement platforms can provide a list of suppliers who meet specific criteria such as location, size, certifications, or other requirements.

### REFERRALS

Asking for referrals from business associates, colleagues, or industry experts can help identify potential suppliers who have a good reputation in the industry.

### EXISTING SUPPLIERS

Leveraging existing supplier relationships to see if they can provide additional goods or services can also be a way to identify potential suppliers.

### SOCIAL MEDIA

Using social media platforms like LinkedIn or Twitter can help identify suppliers and connect with them.

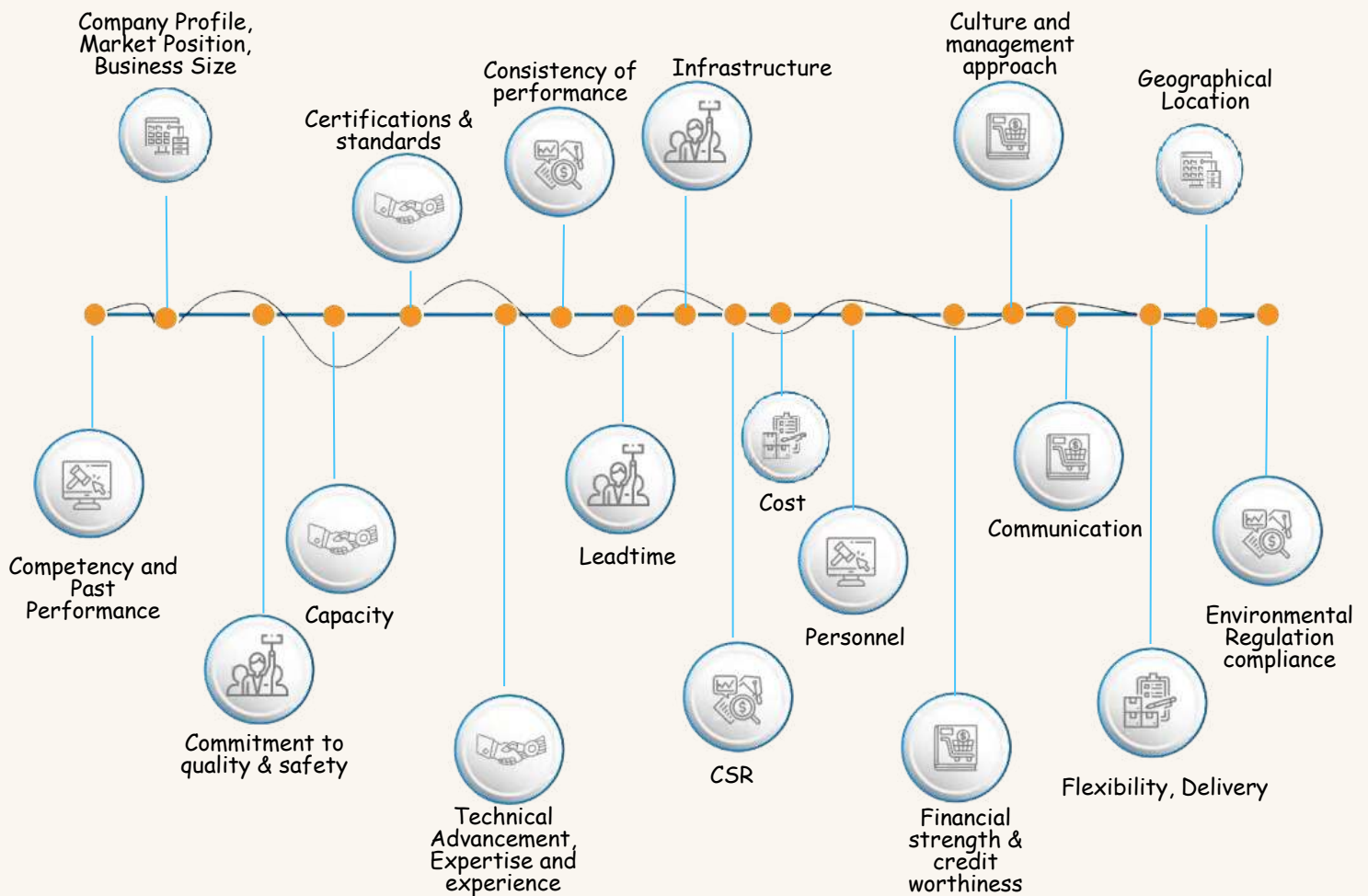
### ONLINE SOURCING PLATFORM

Identifying through Ariba or other procurement platform that enables organizations to connect with suppliers, manage sourcing events, and negotiate contracts online.



# WE TAKE INTO ACCOUNT THESE FACTORS WHEN PRE-QUALIFYING AND EVALUATING SUPPLIERS.

"ENSURING QUALITY AND RELIABILITY FROM THE START: PREQUALIFY YOUR SUPPLIERS TODAY."



"Building Trust Through Quality Suppliers:  
Start with Prequalification"

## Pre - Qualification

"Choose the Best, Leave the Rest: Effective  
Supplier Evaluation"

## Supplier Evaluation

### Sourcing services (Level -1)

In addition to cost savings, we will manage risk by diversifying its supplier base and ensuring that it has access to critical resources.

- This service Comes with a nominal sourcing fee.
- Two free trial services for new clients.
- Further communication after the final report shall be take care by the client.



# MANAGING SOURCE TO CONTRACT (S2C) CYCLE (LEVEL 2)

"NEGOTIATING WITH CONFIDENCE, SEAL THE DEAL WITH SUCCESS."



- All the activities involved in the level 1.
- Negotiation with the supplier
- Confirming the credibility of the supplier.
- Coordinating with both the parties during the contracting phase.
- Evaluating the risks involve in the supply and reporting the buyer.
- Conducting Negotiation



## STEPS INVOLVED IN CONTRACT NEGOTIATION



### Set Goals and Priorities

We will Focus on these areas during the negotiation and be prepared to make concessions in other areas.



### Give and Take

Negotiation involves a give-and-take approach, where both parties make concessions on some issues in exchange for progress on others.



### Preparation

This includes researching the other party, gathering all relevant information about the transaction, identifying the key issues to be negotiated, and understanding the market conditions.



### Final negotiation

During this stage, the buyer and the supplier(s) work together to finalize the terms and conditions of the contract, including any outstanding issues or concerns.



### Initial Discussion

Introducing, establishing rapport, setting their objectives and goals for the negotiation. Identify the key issues. Clarify any misunderstandings or areas of uncertainty. Establish ground rules and agree on a timeline for the negotiation process. Outline the next steps in the negotiation process.



### Agreement

Once the negotiations are complete, the buyer and the supplier sign the contract, and the sourcing process is complete.



### Proposals and Counter-Proposals

Following the initial discussion, both parties will present their proposals and counter-proposals, outlining their positions on the key issues.



### Close the Deal

Once an agreement has been reached, review the terms carefully, seek legal advice if necessary, and ensure that all parties sign the contract.

**CONTRACT**

"We will manage all the processes leading up to the finalization of the contract."

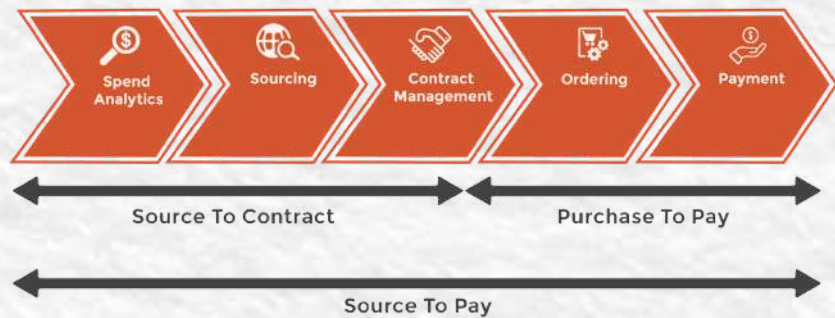
Complete Clients satisfaction  
all over the world

This service will comes with a Fixed fee with cost reimbursement.



# MANAGING SOURCE TO PAY

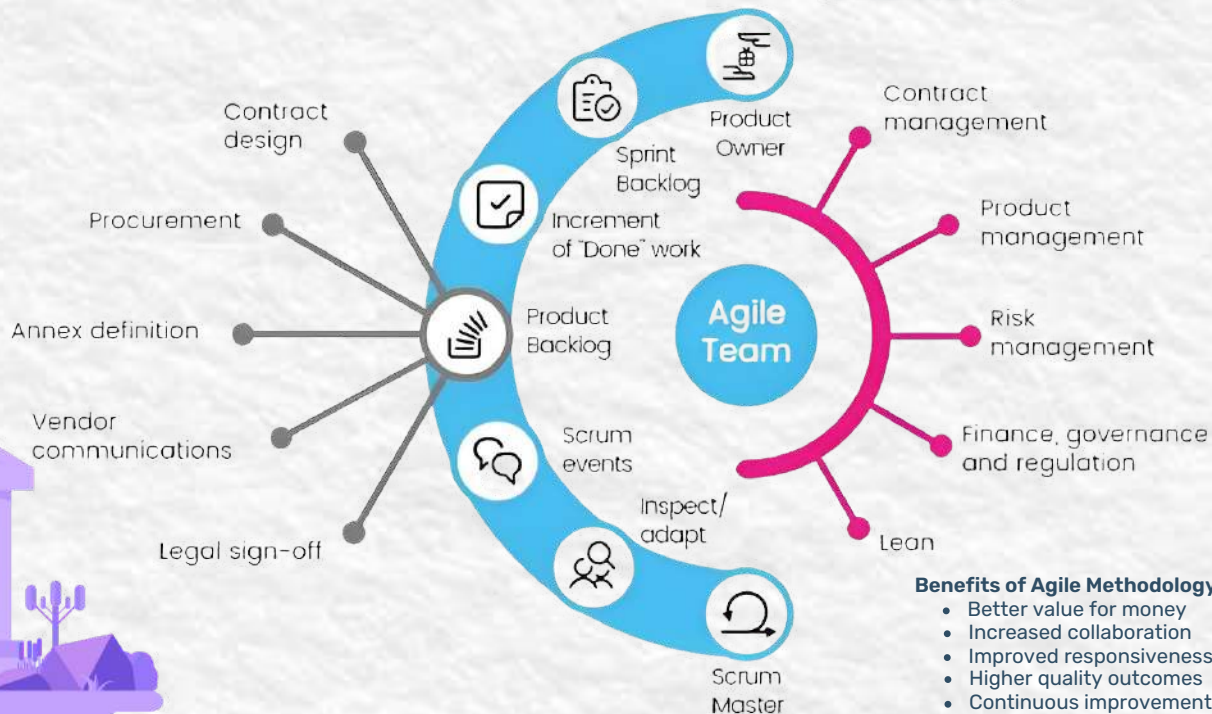
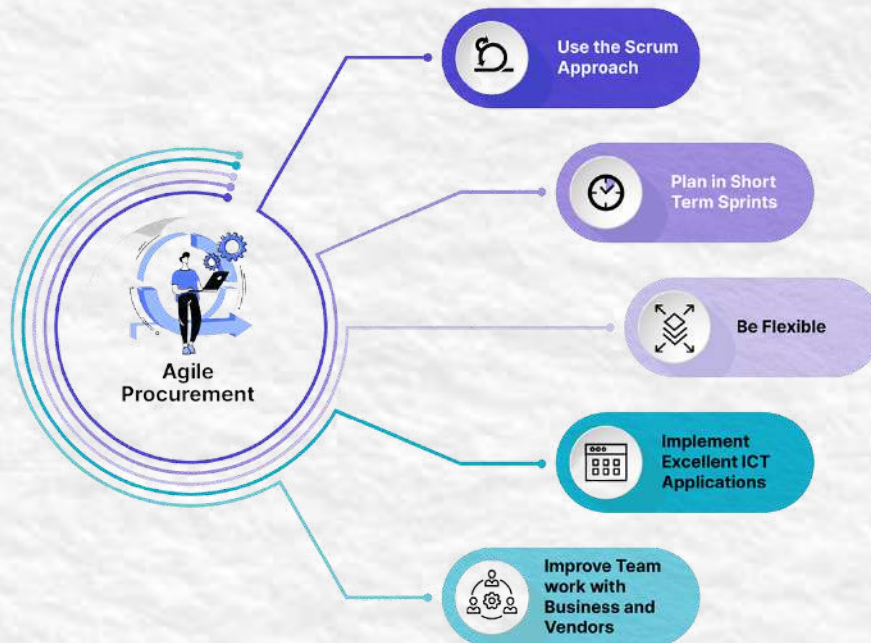
(S2P) CYCLE (LEVEL 3)



- 1 All the activities involved in level 1 and level 2
- 2 Developing the contract strategy
- 3 Risk assessment
- 4 Developing contract management plan
- 5 Establishing the form of contract and contracting procedures
- 6 Awarding the contract
- 7 Managing and controlling the changes within the contract
- 8 Service delivery management
- 9 Relationship management
- 10 Contract administration
- 11 Expediting
- 12 Periodic performance and the effectiveness review
- 13 Contract closure

## ENABLING AGILE & SCRUM

METHODOLOGY IN PROCUREMENT



### Benefits of Agile Methodology

- Better value for money
- Increased collaboration
- Improved responsiveness
- Higher quality outcomes
- Continuous improvement

SCRUM

Transparency

Inspection

Adaptation

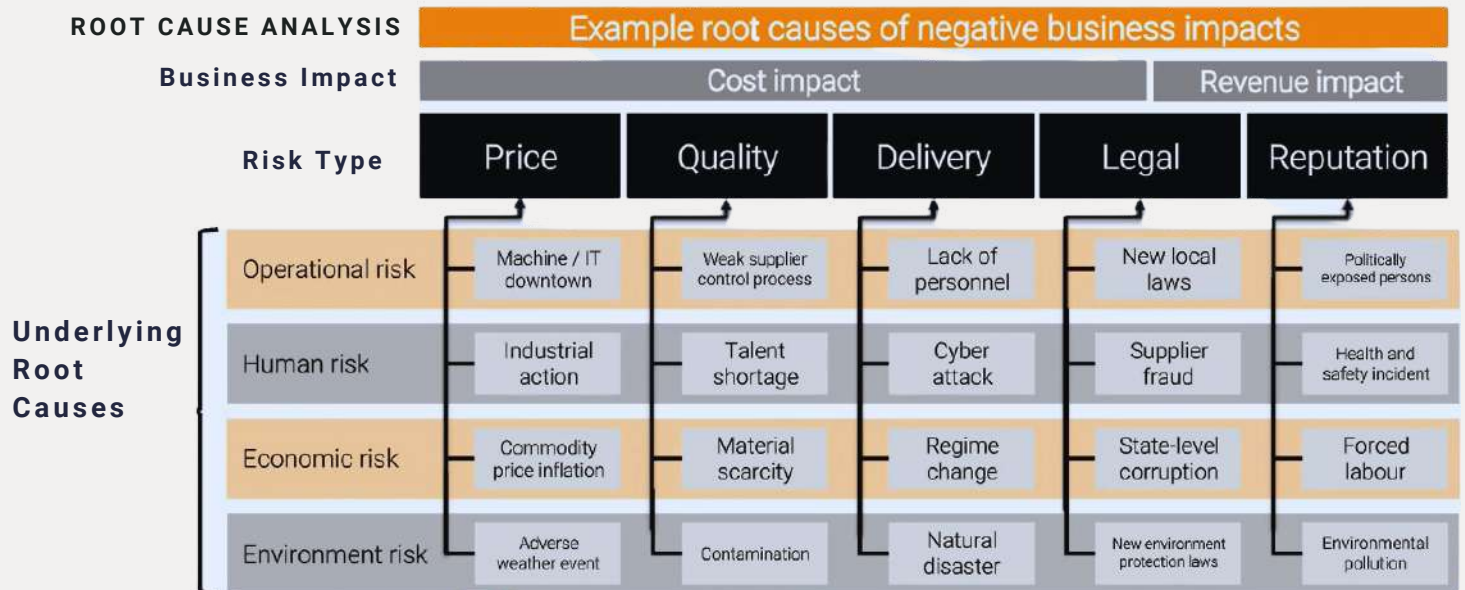
TRUST



# OUR TAXONOMY ON SUPPLY RISK



WE MITIGATE RISK BY CONSIDERING THESE FACTORS



## Regulatory and legal compliance

- Sanctions and watch lists
- Bribery and corruption
- Legal
- IT security
- Fraud
- Anticompetitive behavior
- Corporate crime



## Environmental and social

- Human rights
- Labor issues
- Health and safety
- Environmental issues
- Conflict minerals
- Unethical practice
- Decertification



## Financial

- Bankruptcy
- Insolvency
- Mergers and acquisitions
- Divestiture
- Credit rating downgrade
- Downsizing
- Liquidation
- Tax issue



## Operational

- Natural disasters and accidents
- Plant disruption or shutdown
- Labor issues
- Product issues
- Project delays

## Interactive graph & Chart

### Risk Review Dashboard

### Risk Mitigation Task

### Risk assessment scoring

### Configurable Risk Score

### Enriched corporate profile

### Suppliers to follow for risk alert

### Third Party Provider Framework

### Engagement risk assessment

Tools for Risk Mitigations



# CATEGORY MANAGEMENT LEVEL 4

SERVICE #4

MANAGING THE  
ENTIRE P2P CYCLE  
of certain category of products

GENERALLY DEALT WITH  
multiple products with huge volumes

# CATEGORY MANAGEMENT (LEVEL 4)

All the activities involved in level 1, level 2 and level 3.

Category profiling

Figuring out the alternate source for the supply

Preparing the risk mitigation and contingency plan to manage the supply risk

Monitoring the supplier's performance on the aspects of quality, timely delivery and other factors as well.

Timely Responses to the issues addressed at both ends

Managing the client's entire Procurement processes at all level

Progressive payment

Well established Milestones

Step 1

Step 2

Step 3

Step 4

Step 5

**Category planning and segmentation**

**Category strategy**

**Category governance**

**Category strategy execution**

**Category performance management**

Category definition

Category profiling

Category roles definition

Ongoing management

Savings and benefits tracking

Category stratification

Benchmarking analysis

Ongoing governance

Initiative execution

Performance management

Category alignment

Defined category objectives

Competency management

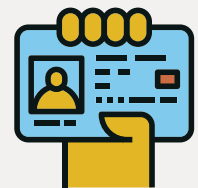
Category strategy development

## Available Payment Plan:

Option 1: Cost plus Fixed Fee

Option 2: Firm Fixed price

Option 3: Cost plus Nominal % as sc



**Supplier Classification**

**Category Profiling**

**Opportunity Identification**

**Setup of Initiative**

► Classify existing suppliers

	1	3	5	7
R&D Spending	1	3	5	7
Supplier Delivery Performance	6	9	4	1
Quality	3	5	3	3
Current Tech. performance	2	7	5	3
Ind. Reputation	2	3	5	3
Price	5	9	6	2
Total	19	36	28	15

► Review of category classification

	1	3	5	7
Leveraged Category	1	3	5	7
Strategic Category	6	9	4	1
Routine Category	3	5	3	3
Bottleneck Category	2	7	5	3

► Identify opportunities based on supplier & category classification

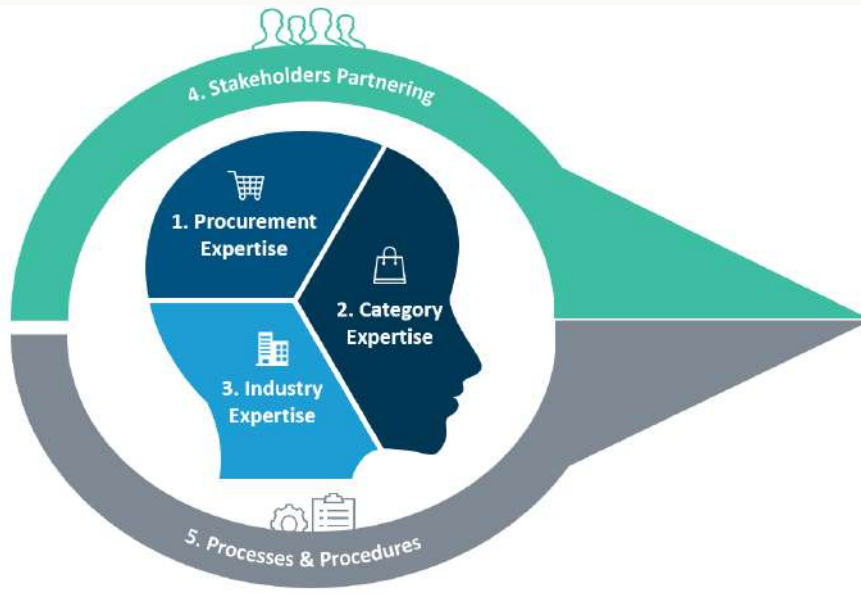


► Setup of Internal/external initiatives to lever category opportunity.

► Track results to ensure efficient resource management.

	1	3	5	7
Category Base Initiation	1	3	5	7
Strategic Projects	6	9	4	1
Cross Category Management	3	5	3	3
Cross Enterprise	2	7	5	3

# CATEGORY MANAGEMENT



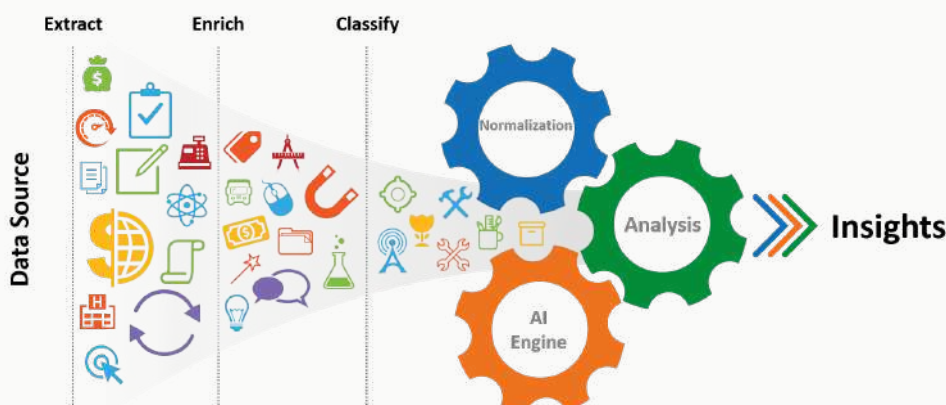
## Portfolio Purchasing Model



## 8 Steps Cycle for Category Management



## Spend Analysis

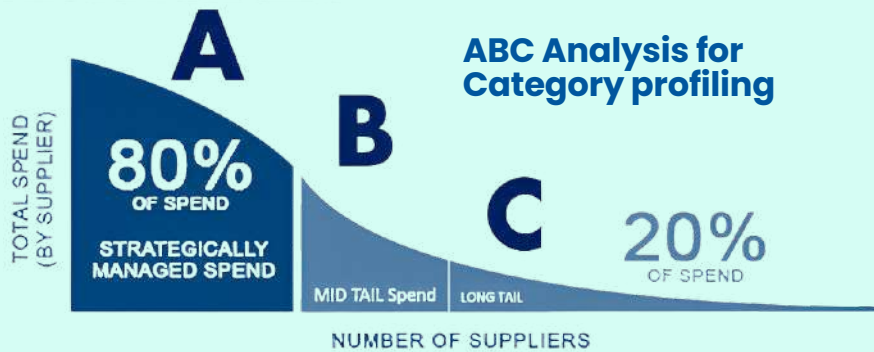


### Benefits of Spend Analysis

- Broader Visibility
- Higher Profitability
- Minimizing Maverick Spending
- Achieving Compliance
- Accelerating Decision- Making
- Improved Supplier Control
- Avoiding Cost Leakages
- Mitigating Risk
- Better Forecasting
- Performing Benchmarking
- Encouraging Collaboration



# CATEGORY MANAGEMENT

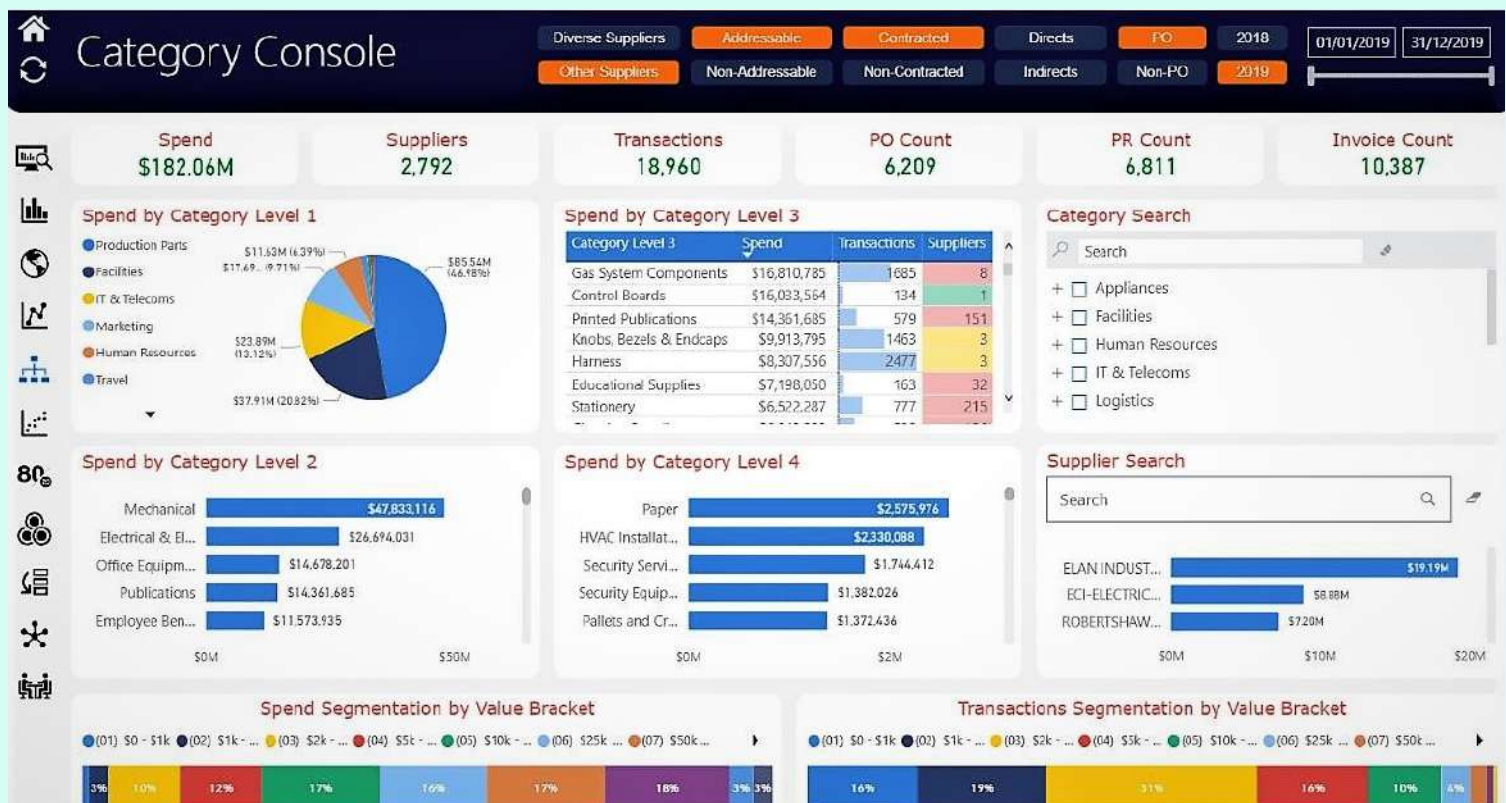


## Tail Spend Management

We use various tools and methods to effectively manage the tail spend



## Our Sample Dashboard for Spend Analysis





# PROCUREMENT MANAGEMENT LEVEL 5

## **SERVICE #5**

Taking charge of the complete procurement activities of the client, from initiation to completion, across all levels mentioned above.

All activities involved in Level 1,2,3,4

### **ALIGNING WITH BUYER'S POLICIES AND PROCEDURE'S**

### **CLOSELY WORKING WITH THE BUYER'S INTERNAL STAKEHOLDERS**

Working with the well-defined responsibility.

Providing timely report to the buyer.

We establish an efficient and effective system for acquiring the necessary goods and services required by an organization, while ensuring transparency, accountability, and compliance with internal policies and external regulations. This process aims to optimize the procurement process, streamline supplier management, reduce costs, improve payment processes, and increase overall operational efficiency. Ultimately, the goal is to enable the organization to obtain the goods and services it needs to operate while maintaining financial stability and minimizing risks associated with procurement and payment processes.

# PROCUREMENT MANAGEMENT (LEVEL 5)



## We have a solution for all these 10 Challenges in procurement.

Mitigating Supply risk to help ensure supply continuity

Reducing spend

Acting as a strategic advisor to the business

Driving corporate sustainability

Accelerating Procurement digital transformation

Improving Analytics, Modelling and reporting capabilities

Aligning skills and talents with Changing business needs

Modernizing procurement platforms

Boosting Agility

Improving stakeholders centricity

## Our Key activities

Aligning with buyer's policies and procedures

All activities involved in level 1,2,3,4

Spend analysis

Controlling Tailspend

Contract management

Working with well - defined responsibilities

Collaborating with clients' internal stakeholders

Providing timely report to the buyer

Change control and managing contract variances

Supplier Relationship Management (SRM)

Procurement Intelligence

Contracts Administration

Aligning with clients' Governing structures

Maintaining Procurement KPI's and Others Metrics

Assisting Procurement audit conducted by the client

Managing Issues and disputes

Risk Management

Tracting and repending to cost overruns

Enabling Analytics in Procurement

## Our Priorities On Managing Different Categories

HIGH

MEDIUM

LOW

1. Size of spend

5. Indirect/direct spend

9. Timeliness of need

2. Business criticality

6. Risk exposure

10. Current approach/  
incumbent suppliers

3. Savings potential

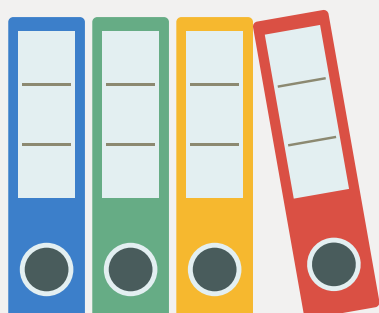
7. Commonality of  
category

11. Government  
regulation

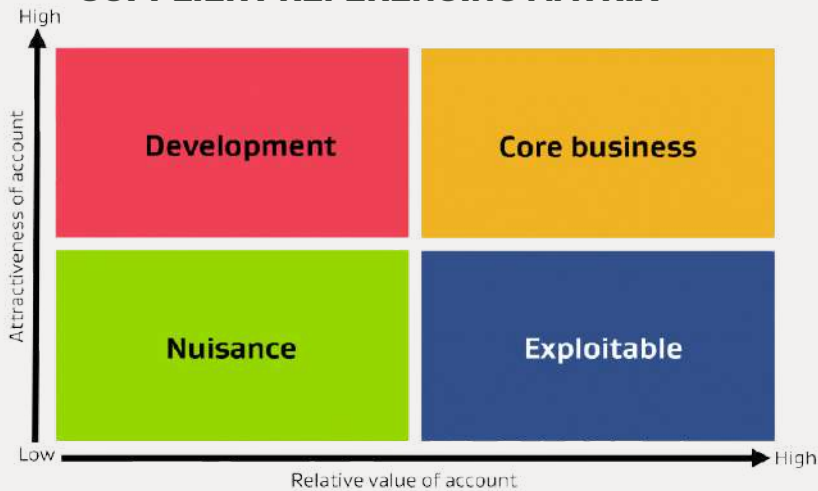
4. Category complexity

8. Supply base market  
dynamics

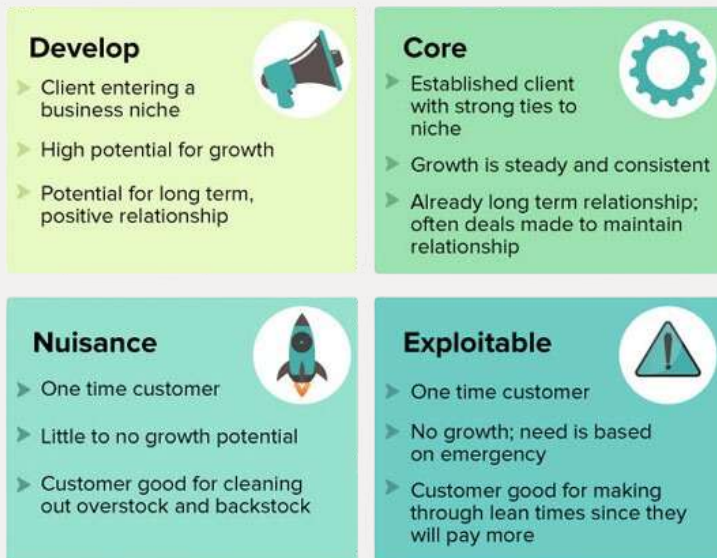
12. Supply base local  
availability



## SUPPLIER PREFERENCING MATRIX

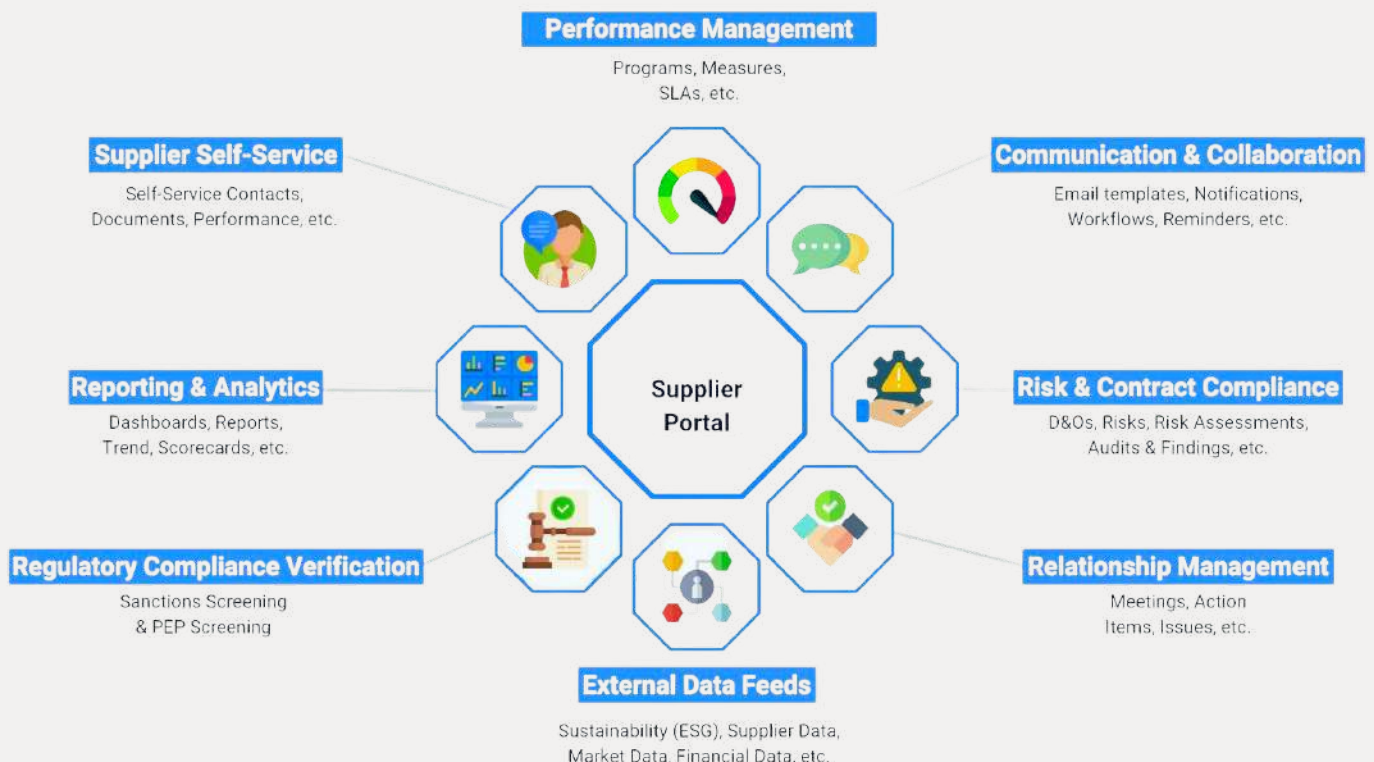


	Description	Action
Nuisance	Low value Little profit	Withdraw
Development	Low value But still attractive	Get further business
Exploitable	High value But not attractive	Maximise profits
Core business	High value Highly attractive Supplier's core business	Retain and expand



# Supplier Relationship Management (SRM)

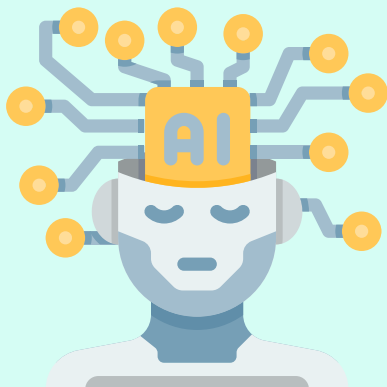
"Stronger Together: Building Lasting Partnerships through Supplier Relationship Management."



## Our Approaches

## Steps involved in SRM

- Step 1** Establishing Performance Indicators.
- Step 2** Classifying Suppliers.
- Step 3** Centralizing and Integrating Data.
- Step 4** Developing a Solid Evaluation Approach.
- Step 5** Collaborating with Suppliers for Review/ Feedback.
- Step 6** Creating an Actionable Plan.



## Benefits of Vendor's performance Measurement



## Our Sample Dashboard for Vendor Performance Monitoring





# We Monitor our suppliers on these Measures



## Quality Performance

- Compliance with quality/specification
- Continuous quality improvement
- Corrective & preventive action system
- Quality accreditation & audit
- Quality data & reporting
- Specification Flexibility
- Service Quality (Tangible, Assurance, Reliability, Responsiveness, Empathy)

## Delivery Performance

- Compliance with due date
- Delivery Reliability
- Order to delivery lead time
- Delivery Flexibility
- Delivery Performance during emergency

## Costing Performance

- Appropriateness of the materials price to the market price
- Competitiveness of cost
- Cost reduction performance
- Open book costing (i.e., costing transparency)

## Organizational Capability

- Market position
- Financial Stability
- Management Quality
- Past Performance
- Flexibility in adopting changes
- State of art technology
- Innovative & learning organization
- Human Resource Quality

## Environmental Practices

- Consideration of environmental factors in design
- Consideration of environmental factors in production
- Consideration of environmental factors in distribution & packaging

## Social Practices

- Ethical Policies
- CSR activities
- Safety Practices

## Risk Management Practices

- Risk management practices in production
- Business risk management
- Resilient supply chain

# Suppliers Green Performance Evaluations

## Cost

1. Processing Cost
2. Transportation Cost
3. Inventory Cost
4. Maintenance Cost
5. Energy Cost
6. Inspection Cost
7. Delivery Cost
8. Security Cost
9. Materials Cost

## Quality

1. Continuous Cost Reduction
2. ISO 9000
3. Certification
4. Award
5. House Keeping

## Services

1. Fast Deliveries
2. Quick Response
3. Logistics Service
4. Vendor Managed Inventory
5. Product Design

## Flexibility

1. Technological Change
2. Material Change
3. Equipment Upgradation
4. Process Improvement
5. Volume Flexibility
6. Design Flexibility

## Green Practice

1. Green Packaging
2. Green Product
3. Recycling
4. Remanufacturing
5. Green Purchasing
6. Collection of discarded product
7. Reuse and disposal
8. Green design
9. Less Emission
10. Low use of energy

## Environmental Management Control

1. ISO 14000
2. Carbon Management
3. Pollution Control

# We Identified these are Costs of Poor Supplier Performance

## Quality Costs

- Ø Rework
- Ø Additional Processing
- Ø Quality Checks stopping or slowing production

## Delivery Costs

- Ø Additional Processing
- Ø Line-Stop from lack of supply

## Service Deficiency Costs

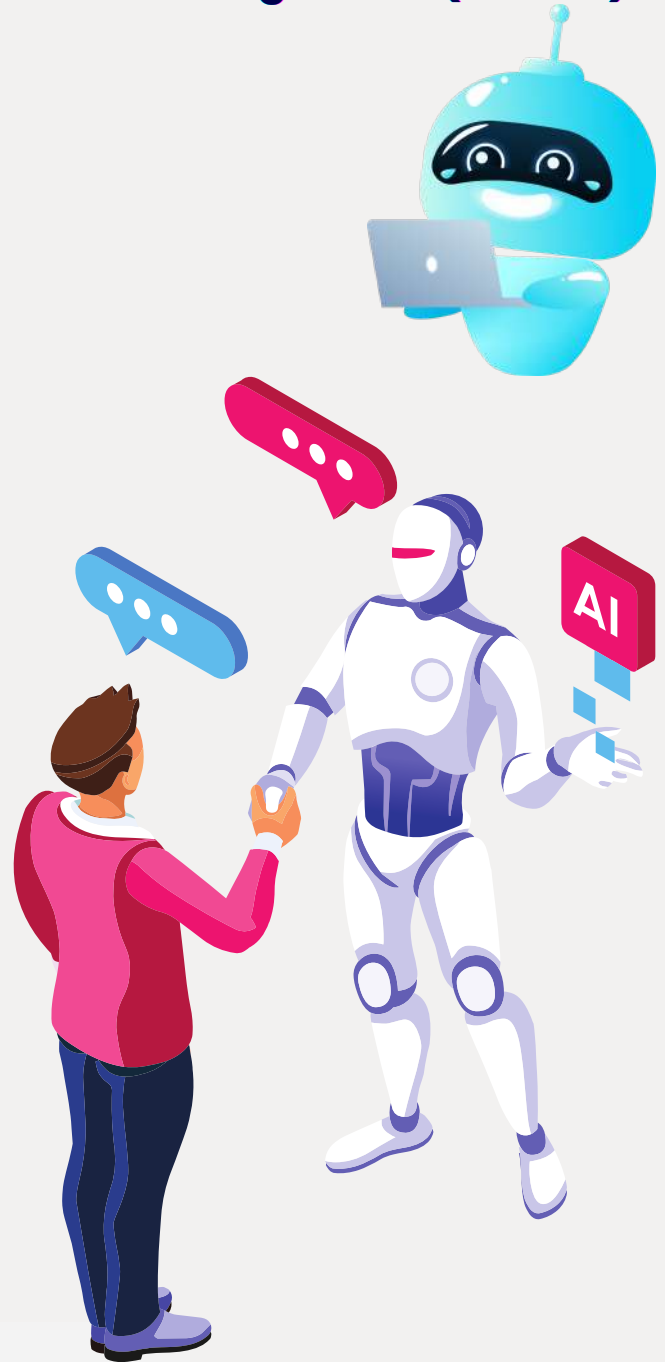
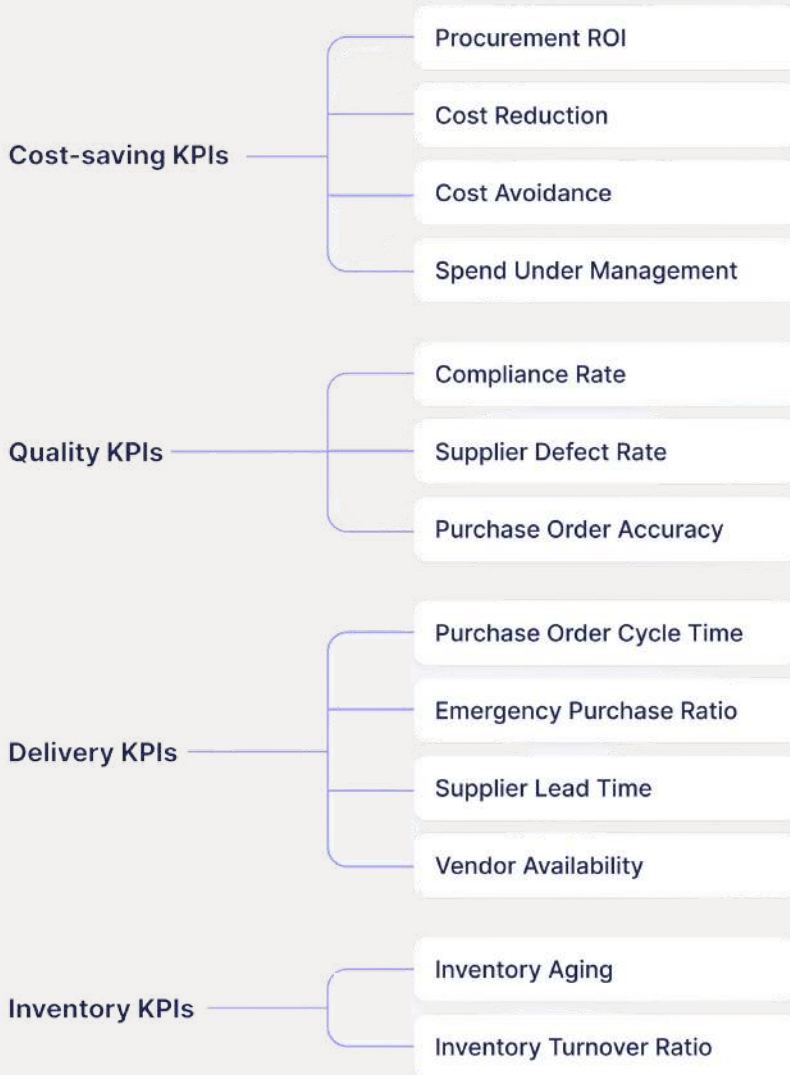
- Ø Downtime due to process, services, or staff disruption
- Ø Downtime due to insufficient or delayed support

## Customer Facing Costs

- Ø Rush Delivery
- Ø Rush Manufacture
- Ø Additional concessions (price, added service, etc.)



## Procurement KPIs

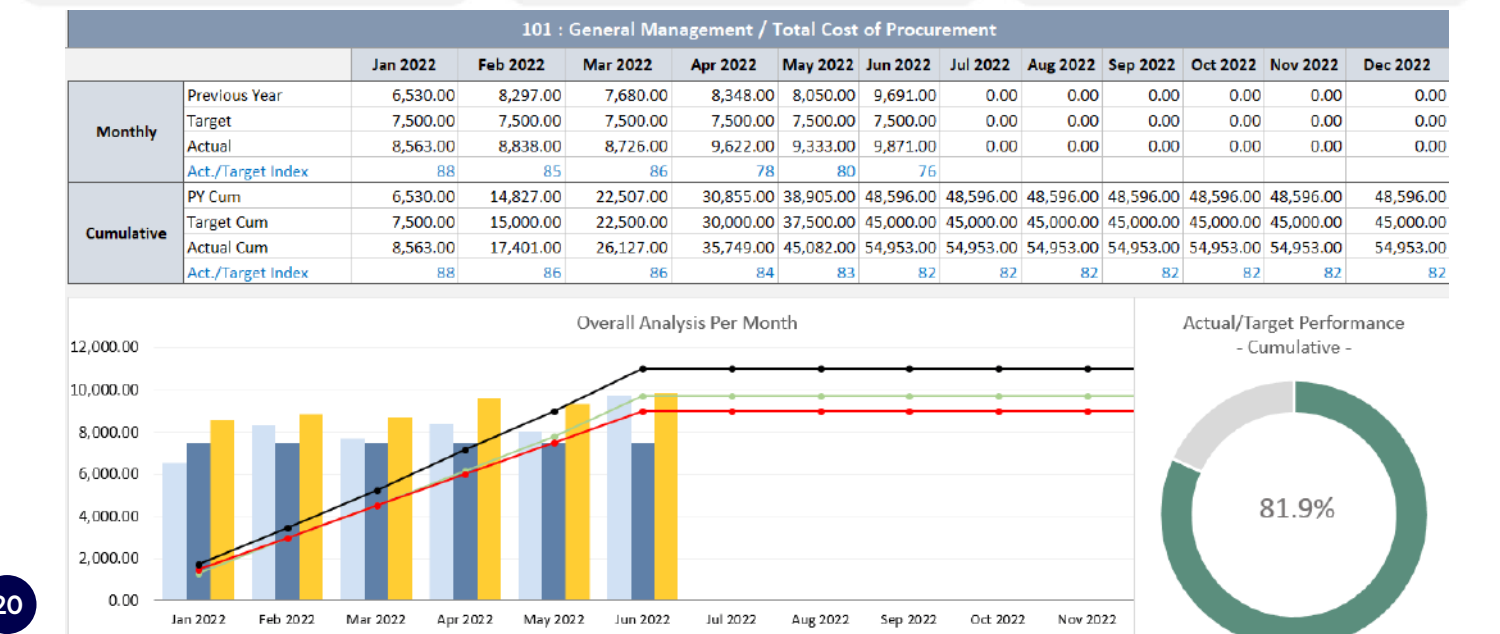
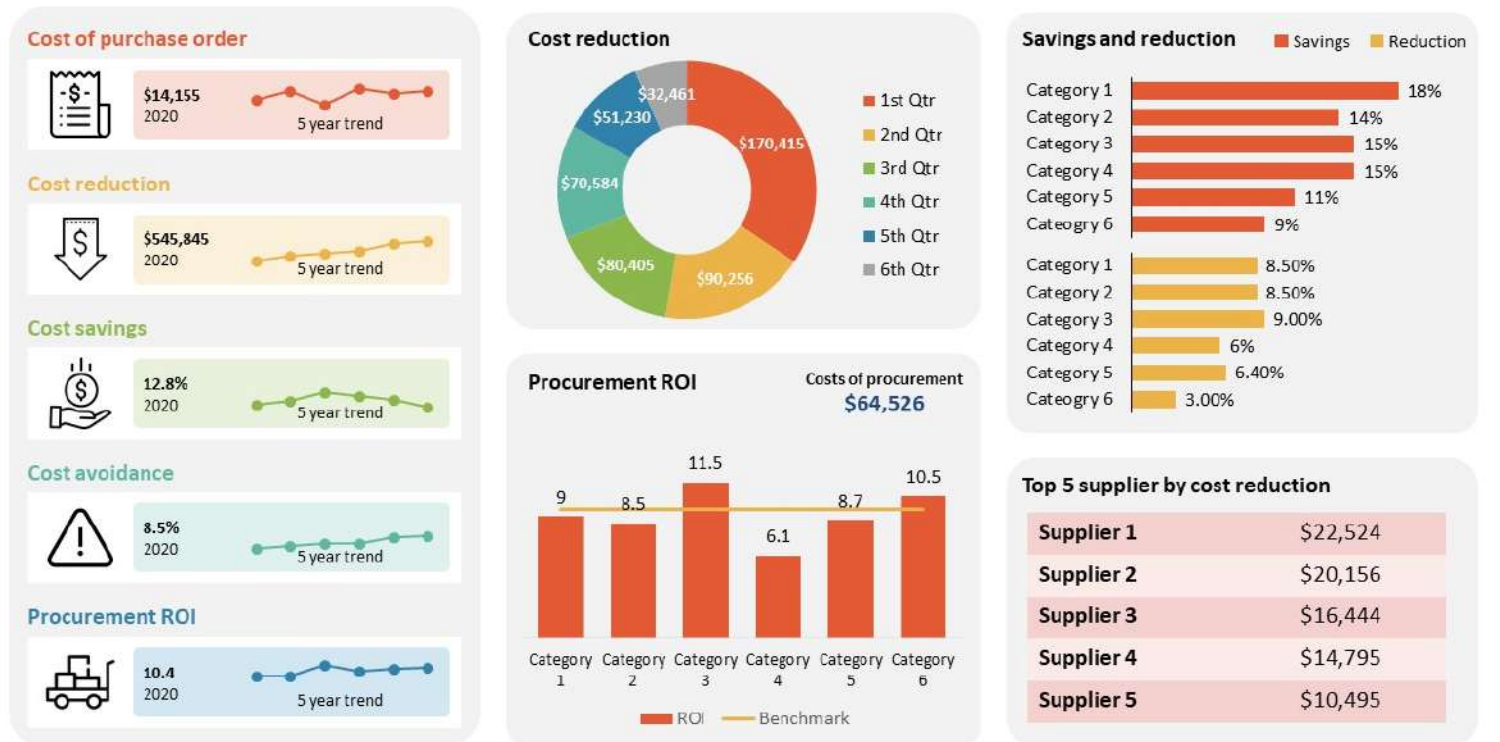


## Creating & Maintaining DATA LAKE

A data lake is a large and centralized repository that stores a vast amount of structured and unstructured data at any scale. It is designed to enable organizations to store, manage, and analyze massive amounts of data from various sources, such as social media, IoT devices, customer databases, and transactional systems.



# Our Sample Dashboard for Procurement Management



**Civil**

- ## Mechanical

- ## Fire- Protection

- Sprinkler systems
- Fire hose reels
- Wet risers
- Dry risers
- Fire extinguishers

- Tent & Building Structures
- Pre-Engineered Buildings
- Relocatable Units
- Sunshades and parking Lots
- Large Area Maintenance Shelters
- Hangers
- Accommodations/Dwelling Tents
- Living CHUs
- Office Containers
- Ablution Units
- Shower Units
- Porta-potties

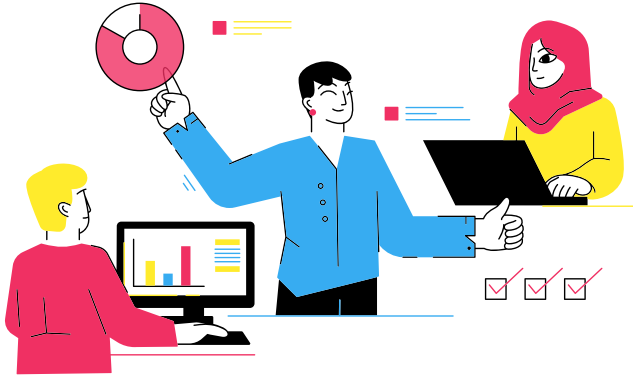
- Generators, Unitized Distribution System & Transformers
- Power distribution - Switchgear and MV/LV cabling
- Lighting and power sockets
- Emergency lighting
- Grounding & Lightning Protection System
- Fire alarms
- Public address - security, access centers
- Specialist extra low voltage systems

- Electric Water Heaters & Water Coolers
- Oil Interceptors
- Submersible & Booster Pumps
- Compressed Air System & Central Vacuum System
- Lube Oil System
- GRE and GRP Piping
- Water Hose Stations

# Our Past Performance



"Proven results, a track record of success."



At JC INTERNATIONAL, we have a proven track record of delivering exceptional procurement services to our clients. Our past performance is a testament to our expertise and commitment to excellence, as we have consistently met and exceeded the expectations of our clients. We have successfully managed complex procurement projects, reduced costs, improved efficiencies, and mitigated risks for our clients across a wide range of industries. Our team of procurement professionals has the knowledge, skills, and experience to provide customized solutions that meet the unique needs of each client. With JC INTERNATIONAL, you can trust that your procurement needs are in capable hands.

## US ARMY Projects

Supplied products valued at millions of dollars to different locations.

U.S.O

British Link Kuwait

AtlanticTech

**500+**

Quotes

**60+**

Projects

**12+**

Countries



# Our Expertise:

## Mechanical, Electrical & Plumbing:

- Industrial Exhaust Fan & Air Curtain
- Electrical Kitchen Equipment
- UDS - Utility Distribution Sub-Station
- HV & LV Transformers
- Solar - Panels, Lights and Poles System
- Earthing Materials & Accessories
- Switches & Accessories
- LED Lights
- Aviation Lights
- Airport - Runway Lights
- Wires & Cables
- Cable Management System
- Industrial Plugs & Socket
- HV & LV Fuses
- Terminal Management
- Communication Cables & devices
- HVAC Units & accessories
- Genset spares
- Plumbing fixtures, fitting & accessories

## Civil & Architectural Materials:

- Steel Channel & Beams
- K-Span Steel Coils
- PEBs, RLBs, LAMS, Sunshades, Tents, CHUs, and Heli Hangers
- Portable Ablution units & porta potty
- Privacy Screen & Bird Netting
- Sandwich Panel (PIR, PUR, etc.)
- Insulation (Rockwool, Glasswool, etc.)
- Doors (Steel, wooden, FR, etc.)
- Lumber & Plywood
- Furniture
- HDPE Partition
- UHMW - Panel

## Others:

- Kitchen Equipment.
- Fire Fighting Equipment & devices
- Dining Facility
- Hand Tools & Equipment
- PPE - Safety Equipment
- IT Products







# International

"Your Partner  
in  
Your Procurement"

For inquiries,  
contact us.



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