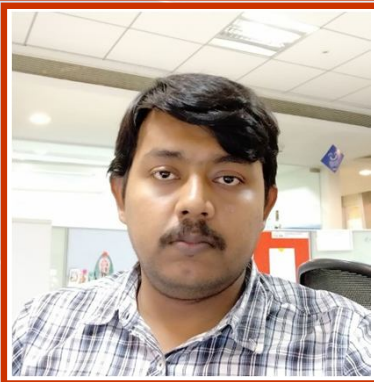


Presenter Name: Avijit Pandit
Paper name: INTELEAGENT TECHNOLOGIES FOR REFRACTORY SPEND MANAGEMENT



PRESENT AFFILIATION	Mjunction Services Limited
AREAS OF INTEREST	Supply chain Management, Strategic Sourcing
Education	MBA: Supply chain Management B. Tech: Mechanical Engineering

Experience	<ul style="list-style-type: none">• 14 years• Supply chain management, Project procurement & Import• Past Organization: Larsen & Toubro Limited, Phillips Carbon Black Limited
Projects:	<ul style="list-style-type: none">• Procurement service partner: Bosch India Limited, 2018-2020• Spend management program: Taj Sats air catering limited, 2015-2018• Phillips Carbon Black, Mundra Line 2: 2010-2012• TNPL PM3: 2008 -2010
Publication/ Patent	NA

Spend management

Technology enabled process an effective way to manage refractory spend

Presentation by Mr. Avijit Pandit & Mr. Debesh Halder

Agenda

- Indian Refractory supply-chain outlook
- Pain points of Managing Refractory Spend
- The Goal Orientation of technology & How to leverage
- Refractory Spend management : How technology creates value.
- Conclusion

Indian Refractory supply-chain outlook



Refractory demand is in the verge of breakthrough guided by the national steel policy. We are expecting a CAGR of 12% in coming years.



Companies, built their supply chain around China, now looking to de-risk China post Covid. Thereby, most countries now actively seek alternative country sourcing.



Till date China is contributing 65% of global refractory output. China shall continue to be leading this position having strategic advantages of raw material repository

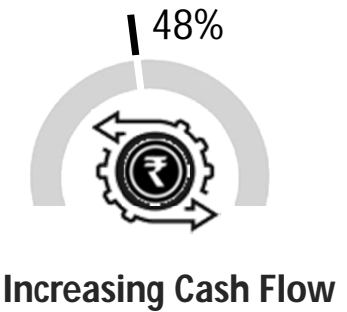
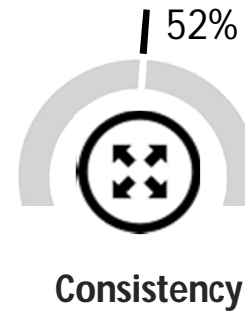
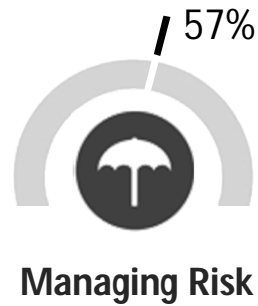
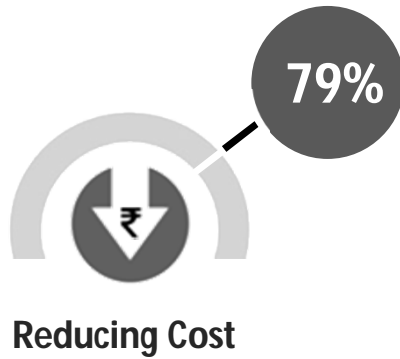


Ocean Freight shall continue to be a key cost component in refractory supply chain as key raw materials shall continued to be seaborne.

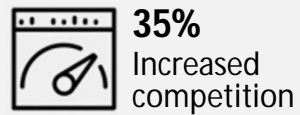


Gol initiative of Atmanirbhar Bharat have spiked demand in domestic market. This initiative shall foster creating a strong eco-system in Indian refractory industry

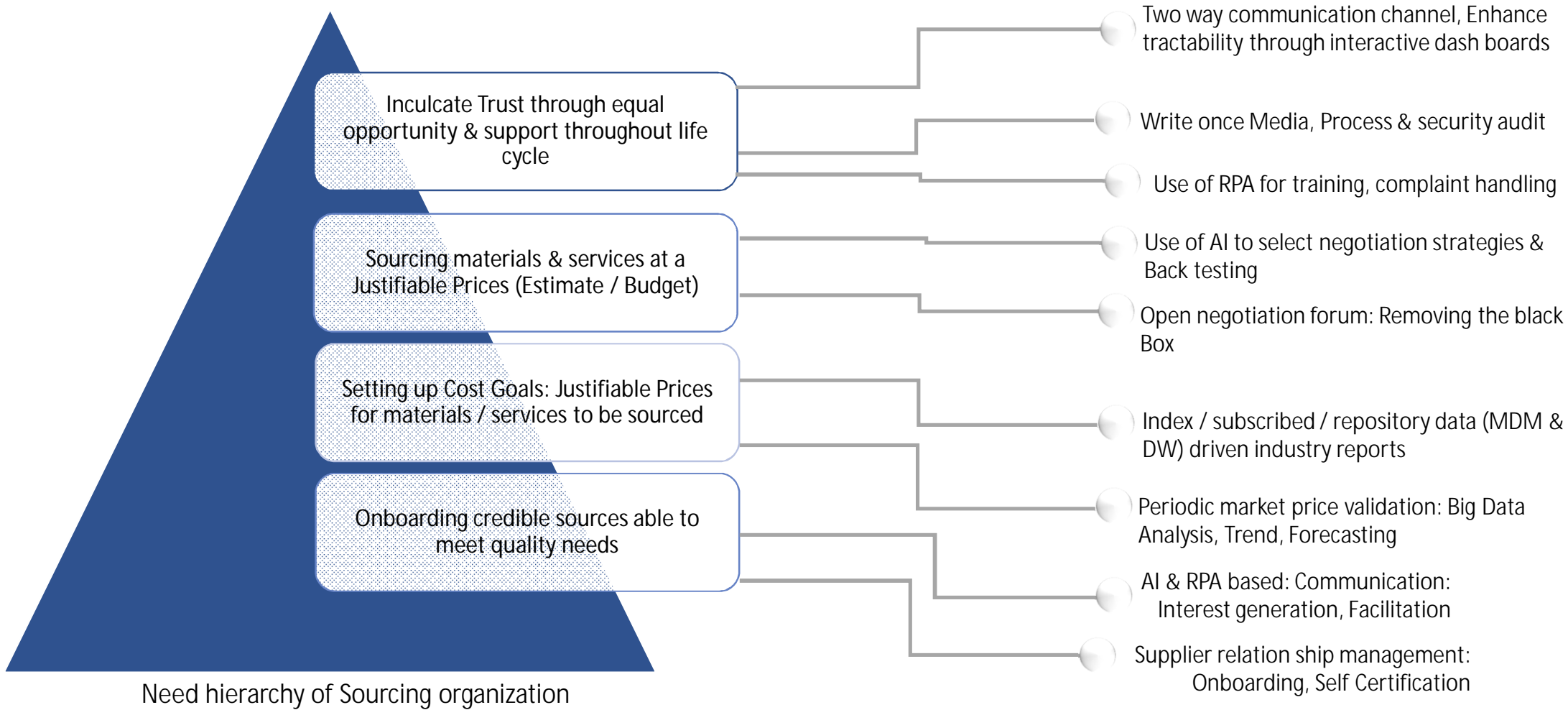
Pain points of Managing Refractory Spend



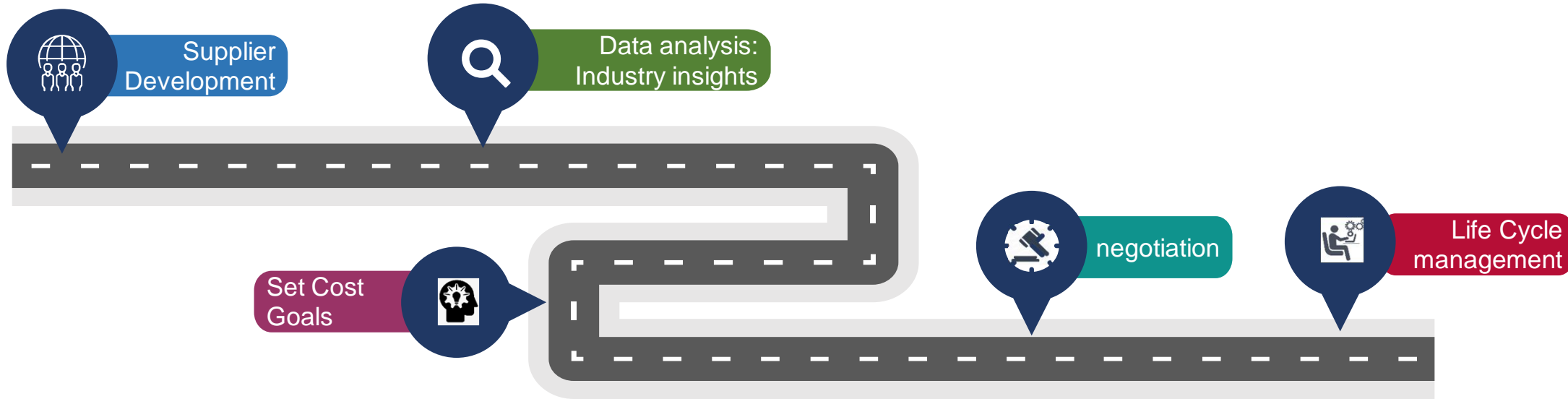
Levers That Enable Cost Reduction



* The Deloitte Global CPO Survey



Refractory Spend management : How technology creates value



Technology tools for each process steps

Supplier Development

- Data WH of sources, keyed in relevant info.
- AI bases info-matrixes sharing to generate interest
- RPA to onboarding new sources.

Data analysis: Industry insights

- Use RPA to capture key price information's from different sources.
- Use AI based simulation tool analyse big data.
- Use BI tools for dashboard / alerts.

Set Cost Goal

- MDM to define d relationship algorithm.
- Forecasting with BI tools using four point cost models.
- Use AI to back test.
- Use RPA tools for data entry

Negotiation

- Digital negotiation tools: e-catalogue buy, Reverse auction, Bid-ask spread.
- AI tools for situation based strategy.
- RPA based communication channel

Life Cycle management

- delivery management Platform enabling delivery, shipment tracking, QA and payments
- Interactive dashboards to monitor & control post order processes.

A brief narration

Category: High Alumina castable

Supplier Development

- SRM portal provides categorized business insight to castable manufacturers & sources.
- Prospective sources enrolls them on self service mode.
- RPA based framework enables trials / trouble shooting & triggers manual intervention if needed
- BI tools enables tracking the onboarding process.

Data Analytics

- Analytics Dashboards to track independent variables of cost influencers
 - CA Cement
 - Brown fused Alumina
 - Sintered Alumina
 - Fuel cost
 - Ocean Freight
- BI tools to track incumbent performances, new source database.
- Analogy of historical price movements with independent variables

Setting up cost Goals

- Use AI based algorithm to set cost goals with four point reference
 - Index
 - Cost model
 - Peer / Alternate comparison based
 - Historical data
- Use AI to back-test and modify algorithm (weightage) and or Impart new variables. (e.g. Spike in Natural Gas had deeper impact in sintering processes)

Negotiation

- Use buying catalogue in case of targeted cost sourcing from widely accepted sources.
- Use reverse auction for price discovery.
- Use AI to select best auction strategy or bring randomness in negotiation process as required depending on situation.

A tech leveraged sourcing process will support the growing demand of refractory & its raw materials for the country.

Benefits:

- Cost maintenance
- availability
- Wider market
- Assurance on
 - Quality
 - Supply
- Ocean charter
- Logistics

THANK **YOU**