

An aerial, grayscale photograph of a large port or industrial facility. The foreground and middle ground are filled with rows of shipping containers and several large gantry cranes. In the background, a city skyline is visible under a cloudy sky.

USING DIGITAL FOR A PARADIGM SHIFT IN CHEMICAL INDUSTRY SUPPLY CHAIN

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Perfect Storm: Indian Chemical Industry



**Grwoth & Capital
Expansion**



**Supply Chain
Dirsuptions**



**Commodity price
flucutation**



ESG



Digitization

Digitizing end-to-end Supply Chain

Procurement Optimization



Indirect Procurement & Packaging



Capex Management



Custom Fabrication



Sales Acceleration



E-Commerce Sales Platform



Logistics Optimization

Financing Solutions



Supply Chain Financing



Channel Financing

Transforming Procurement - Digital + Off-Line Transformation

Challenges



- Fragmented supplier base
- Un-optimized inventory
- Inability to track and trace orders
- Conflicting prices across plants

Digital Solution



- Catalog based procurement of 8000+ line-items
- Track and trace facility
- PR-PO automation
- Single vendor for non-strategic items

Impact

- 1 800 vendors consolidated
- 2 85% reduction in the PO processing time
- 3 5-10% cost savings

Typical Challenges with Capital Expansion Projects



Fragmented Supply Base



Quality Issues



Commodity Price Fluctuations



Delays/ Project Management



Vendor Working Capital



How Digital can address these Challenges



Capex Digital Platform



**Existing
Vendor
Onboarding**



**New Vendor
Discovery**



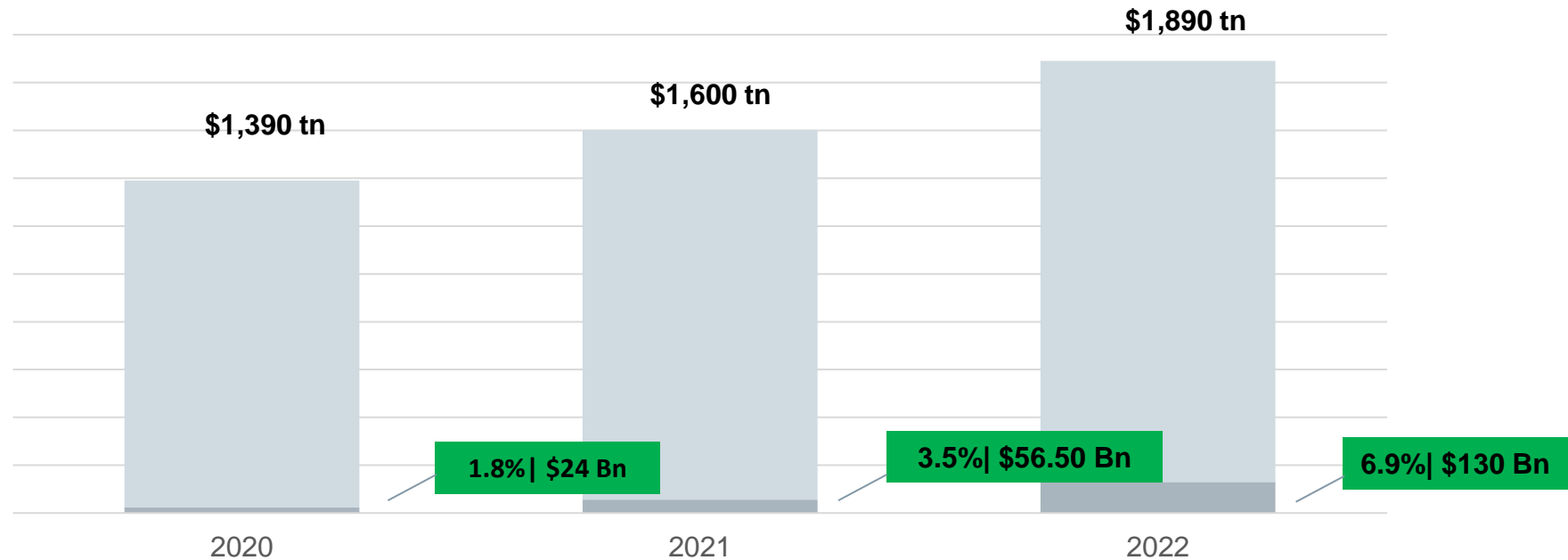
**Project Execution
tracking at each
Stage = Timely
delivery**



**Competitive
Manufacturing
through real-time
price discovery
and Scale**

B2B Sales Marketplaces - The New Mainstream Channel

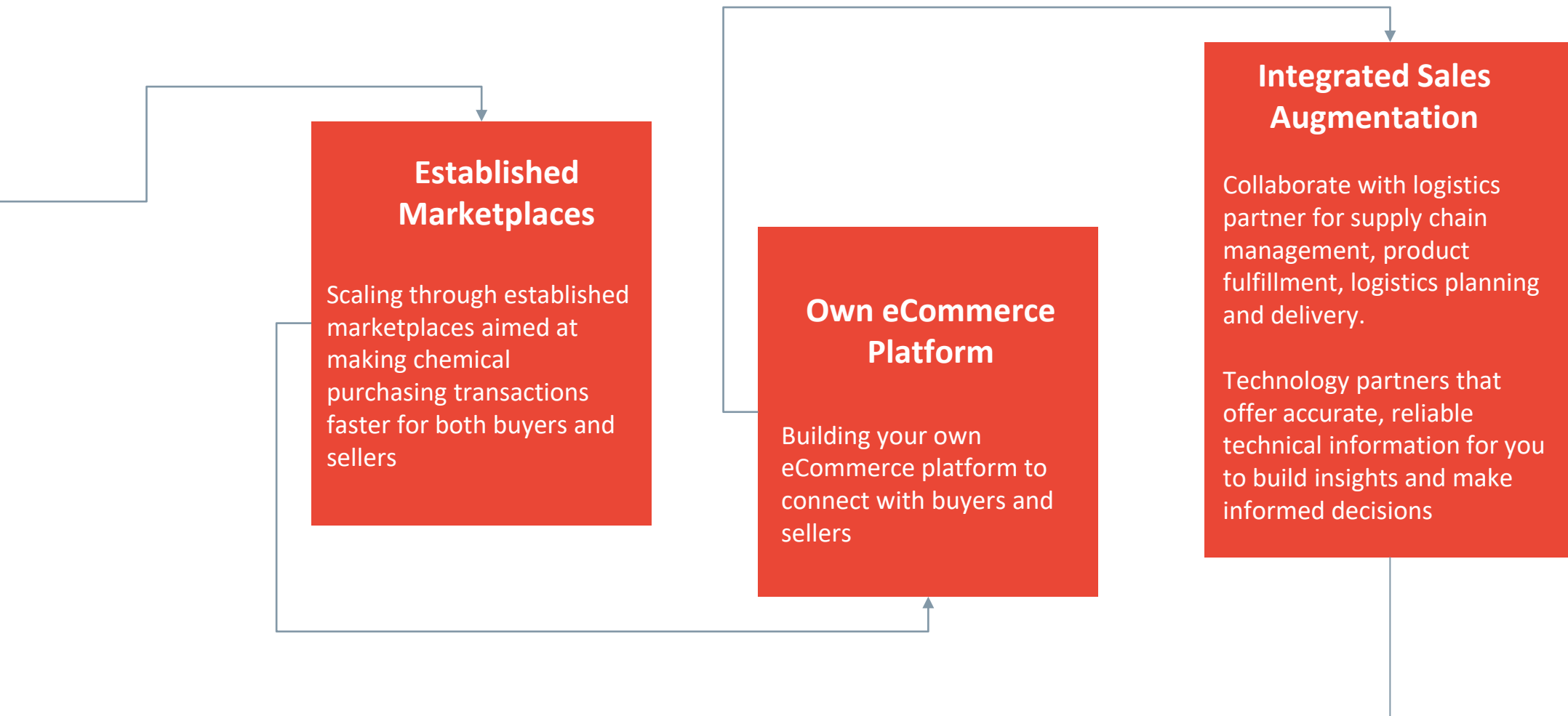
B2B MARKETPLACE SALES ACCOUNT FOR A BIGGER SHARE OF TOTAL B2B ECOMMERCE SALES



B2B marketplace sales portion of all B2B ecommerce sales

Source: Digital Ecommerce 360

Building an e-Commerce Sales Platform



Case Example: Enabling B2B Sales through eCommerce

CUSTOMER NEEDS

B2C buying experience in B2B

Real-time price discovery/ linkage to index

Reach more SME customers

Integrate Logistics track and trace

Analytics and continuous adaptation

The screenshot displays the Vedanta Metal Bazaar website. At the top, the logo reads "vedanta metalbazaar" with the tagline "quality metal, clicks away". Navigation links for "HOME", "CONTACT US", and "BUY NOW" are visible. The main banner features a large image of an airplane on a tarmac at sunset, with a callout box stating "Giving wings to the aviation industry with Aluminium and Copper". Below the banner, a blue box welcomes visitors to the "World's Largest Metals Marketplace" and mentions "Aval the widest range of high-quality products." The main content area is titled "Variety bazaar" and describes the platform as a 360-degree holistic solution for various business stages, offering customized products, R&D capabilities, and technical support. It also highlights the variety of high-quality metals available. Below the text is a grid of eight product categories, each with a representative image and a label: Aluminium, Copper, Zinc, Lead, Silver, Iron, Steel, and Oil and Gas.