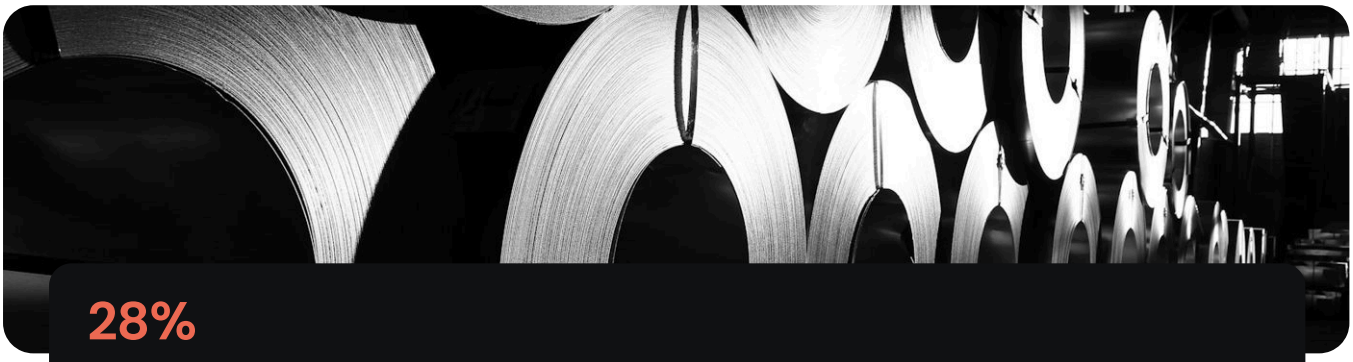
Manufacturing · India

A manufacturer cut raw material procurement delays by 28% with tracked requests and RFQs

A manufacturer's central sourcing team moved plant requests for steel, polymers and chemicals into one purchasing flow, with approval rules by category, supplier quotes and receiving against each order.



28%
reduction in procurement delays

AT A GLANCE

INDUSTRY
Manufacturing

REGION
India

SIZE
Large enterprise, several plants

BUYING
Central team, suppliers in several regions

FEATURES USED
Suppliers · Platform

01 The client

The client is a large manufacturing company in India with several plants and a central procurement team that buys raw materials from suppliers across multiple industrial regions.

Plants raise needs for steel, polymers, chemicals and packaging as production plans change. Each purchase passes approvals and a supplier quote before an order goes out, and a late order holds up a line.

02 The challenge

With no central purchase system, requests arrived in different ways, approvals waited with nobody prompting them, and the sourcing team chased suppliers by hand. Nobody saw where a request was held up until a plant ran short.

- No single list of open purchase requests across plants.
- Approvals stalled with no reminder to the approver.
- Supplier quotes and delivery dates were followed up by phone.
- Plants could not see the status of what they had asked for.
- Late materials forced production plans to change.

03 What they set up in Asset Infinity

The company ran raw material purchasing in Asset Infinity's Suppliers feature, from the plant's request through approval, quotes and the purchase order to receiving at the plant.

Suppliers

Requests from every plant

Plant planners raise purchase requests by material category, with quantity and need-by date, into one queue for the sourcing team.

Platform

Approval rules by category

Approval steps depend on the material category and the plant, configured without code, and approvers get reminders when a request waits.

Suppliers

Quotes before orders

Buyers send RFQs to suppliers for the category, record the quotes that come back and turn the chosen one into a purchase order.

Suppliers

Receiving at the plant

Stores staff receive deliveries against the purchase order, so a short or late delivery shows up at once.

04 How it works day to day

A raw material purchase now moves through these steps.

PLANT PLANNER
Raises the request
The planner requests a material by category, quantity and need-by date from the web app.

APPROVER
Approves for the category
The request goes to the approver set for that material and plant. A request left waiting sends a reminder.

BUYER
Asks suppliers for quotes
The central buyer sends an RFQ to suppliers of that category and records their prices and delivery dates.

BUYER
Places the order
The chosen quote becomes a purchase order, and the plant can see the order and its promised date.

PLANT STORES
Receives the delivery
Goods are received against the purchase order, recording what arrived and when.

PROCUREMENT HEAD
Watches the pipeline
Dashboards show open requests by plant, approvals waiting and orders past their promised date.

05 Before and after

	BEFORE	WITH ASSET INFINITY
Purchase requests	No central system	One queue for every plant
Approvals	Delayed	Rules by category, with reminders
Supplier coordination	Poor, with repeated follow-up	RFQs and orders recorded per supplier
Visibility	Limited view of requests	Status of each request open to the plant
Procurement delays	Disrupted production planning	Reduced by 28%

06 How it rolled out

1

Hold-ups traced. A review of procurement practice traced where requests waited and why.

2

Categories and approvals configured. Purchase categories, approval rules and plant-wise workflows were set up, and legacy procurement records migrated.

3

Buyers and plants trained. Procurement and plant teams had hands-on training, then regular reviews and improvement suggestions.

07 The results

- Every purchase visible from request to receipt across plants
- Sourcing plans built on purchase-level data
- Approvals moved along by reminders instead of phone calls
- Less follow-up work for the sourcing team
- Raw material reaching production when planned

08 Why it worked

One route for every purchase

Requests, approvals, quotes and orders follow the same path at every plant, so each one can be followed end to end.

Approvers are prompted

Approvals were a common hold-up, and reminders keep them moving without anyone picking up the phone.

Plants see their own orders

Planners check status themselves instead of calling the sourcing team.

09 Looking ahead

With every raw material request tracked from the plant to receiving, the company sees where purchases wait and has reduced procurement delays by 28%.

Purchasing history by material and supplier now gives the sourcing team a basis for buying ahead of production peaks.

See it on your own assets

A 30-minute demo, set up for a manufacturer with central procurement.

The client's name is withheld for confidentiality. Results are as reported by the client.

Book a demo

Start a 14-day free trial