Flexible platform for businesses in disruptive environment

mjunction
innovating for outcomes

mj PRO

Connected Procurement Ecosystem

Smart connected products allow data to be exchanged and analyzed, which unlocks new values for all stakeholders

SHARED SERVICES

Market Reports

Item Aggregation & Vendor Validation

INTEGRATION

Integration with Apps, ERPs

Data Exchange At Multiple Points

DATA SANITIZATION

Master Data Management

De-duplication of vendor & item

SUPPLIER NETWORK

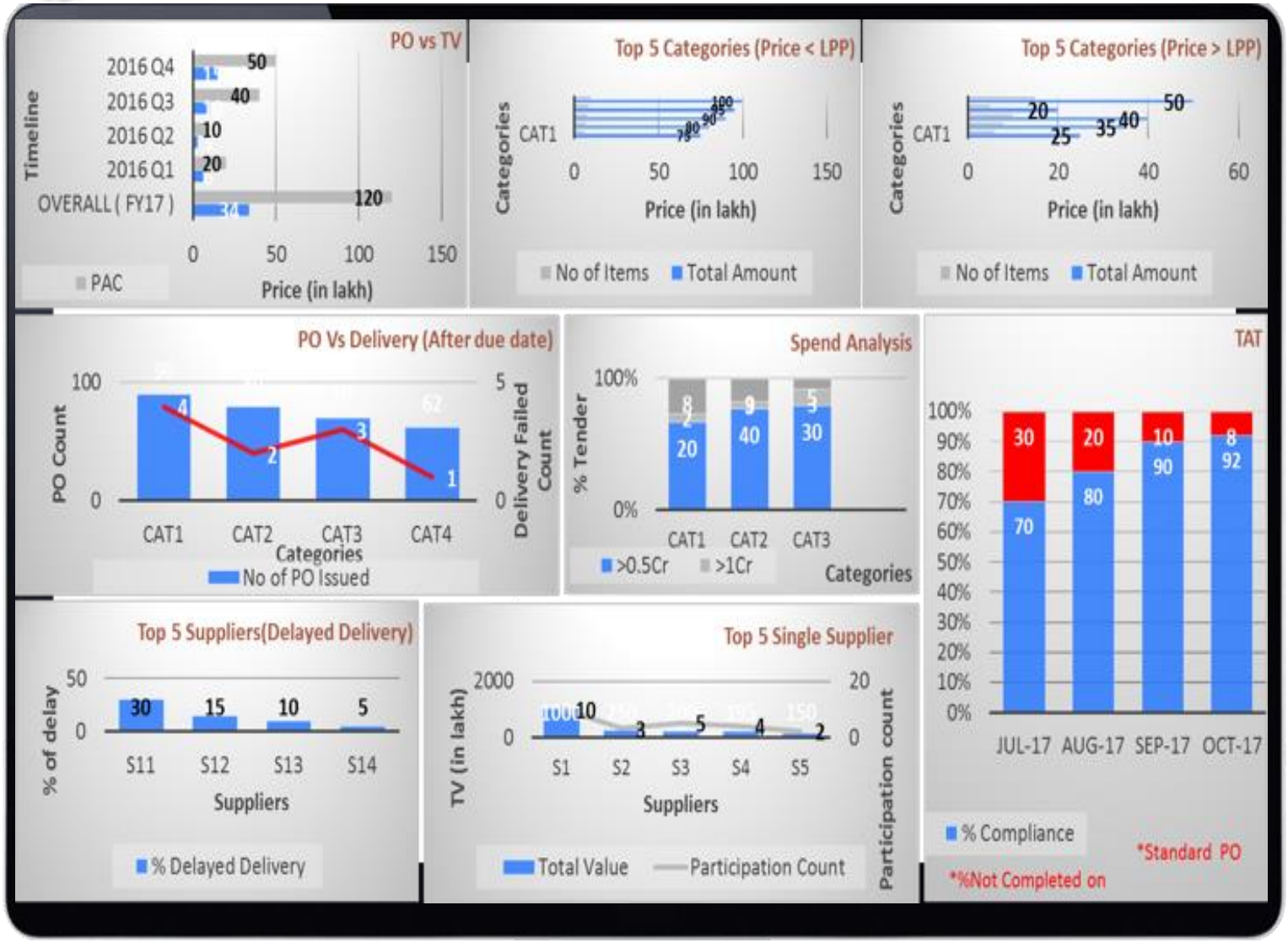
>70K Indian Suppliers

Supplier Categorization

HELP DESK

- 24x7 Support
- Online Grievance Management

Procurement Analytics – Insights & Decision Taking



- Which are the high-spend areas/ categories?
- Who are we buying from? Top ## suppliers?
- How efficient is our procurement?
- How is our Compliance?
- ABC Analysis
- Fraud Detection
- Configurable Dashboards
- Estimated versus Actual Spend

Flexibility, Convenience & Adoption

Personalized Workflows

- Flexible to evolving needs
- Organizational Compliance
- Automation

High level of Configurability

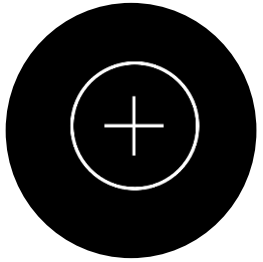
Design unique RFQ & Bid Templates for each buy

- Set up evaluation rules
- Embed applicable formulae

Supports

- All Types of buy – goods, services, projects
- All criteria – item-wise/lumpsum/custom

Personalized CS/Multi-Currency/Consortium/QCBS



Convenience & Coverage

- Supports Long BOQs
- Allows comprehensive Quotations
- Chat Room
- UI - Easy Navigation & UX
- Help Desk Support
- Domain Expertise
- Mobile Application

Case Study #1: Ministry of Defense

41 nos. of Production Units
5,000+ Govt. Buyers
15,000+ Suppliers
Annual Transaction Rs 7,000 Cr.
Annual PO Volume ~ 7,500 nos.

Manufacturing of Arms & Ammunition for Indian Armed Forces

Impact of Disruption

Manufacturing of Protective Equipment, Masks, Sanitizers, Repair of Ventilators, Fumigation Chambers & Hand Washing Equipment

Seamless Transition - Procurement Lifecycle Management

- Overnight Changes in Types of Buy
- Adaptability of Platform to accommodate the Shift
- Change Management – Buyers & Suppliers
- Urgency of Procurement to support external demand

Case Study #2: State Government of Bihar

110+ State Govt. Departments
2,400+ Govt. Buyers
26,000+ Suppliers
Annual Transaction Rs 63,000 Cr.
Annual PO Volume ~ 20,000 nos.

Impact of Disruption

UAT – Availability of Users
Training Workshops
Onsite Implementation & F2F engagement
Collaboration between Buyers & Suppliers

Uninterrupted Remote Implementation – Transition within 2 weeks

- Secure VPN Connectivity of Project Team
- Virtual Workshops and Training Sessions
- Exhaustive UAT by Users – securely connected in virtual environment
- Resource & Infrastructure mobilization - connected across locations
- Setting up internet connectivity for all stakeholders
- Platform Readiness achieved overcoming all constraints

Thank You

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