

Case Study



Supply Chain strategy for an Agribusiness Leader

Abstract

A leading agribusiness company partnered with Infosys to develop a supply chain strategy. The program resulted in a potential post implementation savings of \$2 million per year.

The Client

A global agribusiness leader, the client operates from 50 countries. The client provides integrated solutions leveraging plant biotechnology expertise towards improving agricultural productivity.

Business Need

To successfully compete in the global market, organizations increasingly find that they must rely on effective supply chains or networks. The client had high supply chain costs compared to the best-of-breed in the industry. Several unsuccessful attempts in developing an effective supply chain strategy owing to lack of business technology alignment prompted the client to look for a strategic partner to help develop a scalable business model. Also the client wanted to maximize its business impact in an internal environment of limited e-business funding. After reviewing alternatives, Infosys was chosen to help the client achieve its objectives.

Infosys' Approach and Solution

The program kicked off with Infosys developing an E-supply chain roadmap with emphasis on quick win areas. The roadmap covered the four specific supply chain processes: procurement, distribution, demand management and order-to-cash. The team identified and prioritized more than 30 initiatives to be put into action as a part of the supply chain strategy. Infosys benchmarked the supply chain performance of the client's industry peers to identify improvement opportunities, and selected quick win areas. Subsequently, a supply chain model was created with simulations to help minimize the risk of changes in planning phases by enabling user to test various alternatives before changing plan. Finally, consensus and buy-in was gathered from various operating teams and a detailed implementation plan was laid out.

Business Value

Benefits to the client were:

- The strategy resulted in a better business-technology alignment leading to improved efficiencies and reduced costs.
- Estimated post implementation savings of \$2 million per year



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About Infosys

Many of the world's most successful organizations rely on Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.

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