

## Case Study - India

20% savings on total spend

### CLIENT

USD 4.0 Billion group, a leading provider of climate control solutions for HVAC&R markets in over 100 countries.



- To identify and qualify low cost suppliers in India for Plastics parts, Transformers, Capacitors, Tubular parts, Wire forms etc.



- End to End project support
- Total spend of USD 12 Mn.
  - 08 potential suppliers identified
- All suppliers ISO certified
  - 06 projects handled