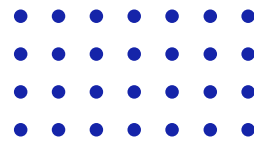


# SMART SOURCING HANDBOOK

Strategic Excellence in Global  
Procurement & Sourcing

2026



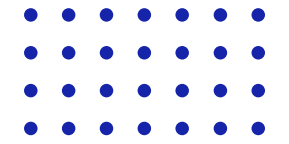


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# INTRODUCTION



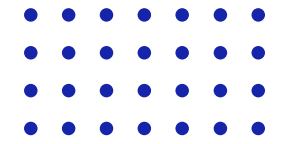
At YCP Supply Chain, SMART Sourcing is a comprehensive service designed to **optimize procurement** through

-  **Market intelligence**
-  **Rigorous evaluation**
-  **Expert negotiation**
-  **Category Expertise**
-  **AI-Driven Insights**

**Key Drivers:** Building resilient and cost-effective supplier networks through global reach and sourcing expertise.

-   **Global Access**  
Leveraging a network of professionals across 20+ countries.
-   **Supplier Verse**  
Ever-evolving supplier repository of 1.8 Million+ curated and validated vendors.
-   **Proven Impact**  
Over \$2.2 Billion in procurement savings delivered to date.

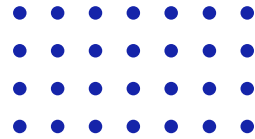
# WHAT WE DO



Our SMART Sourcing methodology addresses the full spectrum of procurement complexity through seven critical functional areas:

<p><b>01</b></p> <h3>Market Analysis &amp; Research</h3> <p>Track global &amp; local trends for smarter procurement decisions.</p> 	<p><b>02</b></p> <h3>Category Management</h3> <p>On-ground experts managing complex spend categories.</p> 	<p><b>03</b></p> <h3>Specification Design &amp; Rationalization</h3> <p>Refine requirements to engineer value and eliminate unnecessary costs.</p> 	<p><b>04</b></p> <h3>Supplier Sourcing &amp; Selection</h3> <p>Identify the right partners from our curated global network.</p> 
<p><b>05</b></p> <h3>Negotiation &amp; Contracting</h3> <p>Utilize multi-round bid formats (Sealed, Reverse, Dutch, and Japanese).</p> 	<p><b>06</b></p> <h3>Critical Parts Outreach</h3> <p>Specialized sourcing for high-stakes, hard-to-find components.</p> 	<p><b>07</b></p> <h3>Accelerated Bidding</h3> <p>Increase sourcing speed by 40% through transparent, digital bidding engines.</p> 	<p><b>08</b></p> <h3>AI-Led Insights &amp; Playbooks</h3> <p>Use AI to uncover opportunities, predict risks, and create sourcing playbooks.</p> 

# OUR SMART SOURCING MODULES



1

## DISCOVERY & STRATEGY



### Business Case Development

Build a data-driven business case using diagnostic insights to quantify value and secure stakeholder alignment.



### Opportunity Analysis

Identify and prioritize sourcing opportunities with the highest impact potential.

2 WEEKS

2

## MARKET INTELLIGENCE & ROADMAP



### Data Cleansing

Cleanse fragmented data and prioritize cost-saving opportunities across categories and suppliers.



### Cost Optimization Playbook

Identifying value levers such as SKU rationalization, spec standardization, supply chain finance, vendor evaluation, e-sourcing, strategic & competitive bidding.

6-8 WEEKS

3

## VENDOR ADDITION & E-SOURCING IMPLEMENTATION



### Global Networking

Leverage AI-Fed insights and 1.8M+ suppliers to identify and select the right partners



### eSourcing Enablement

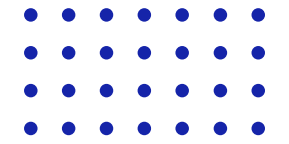
Accelerate strategic and tactical eSourcing through a modern eSourcing platform and effective bid management.

12 MONTHS

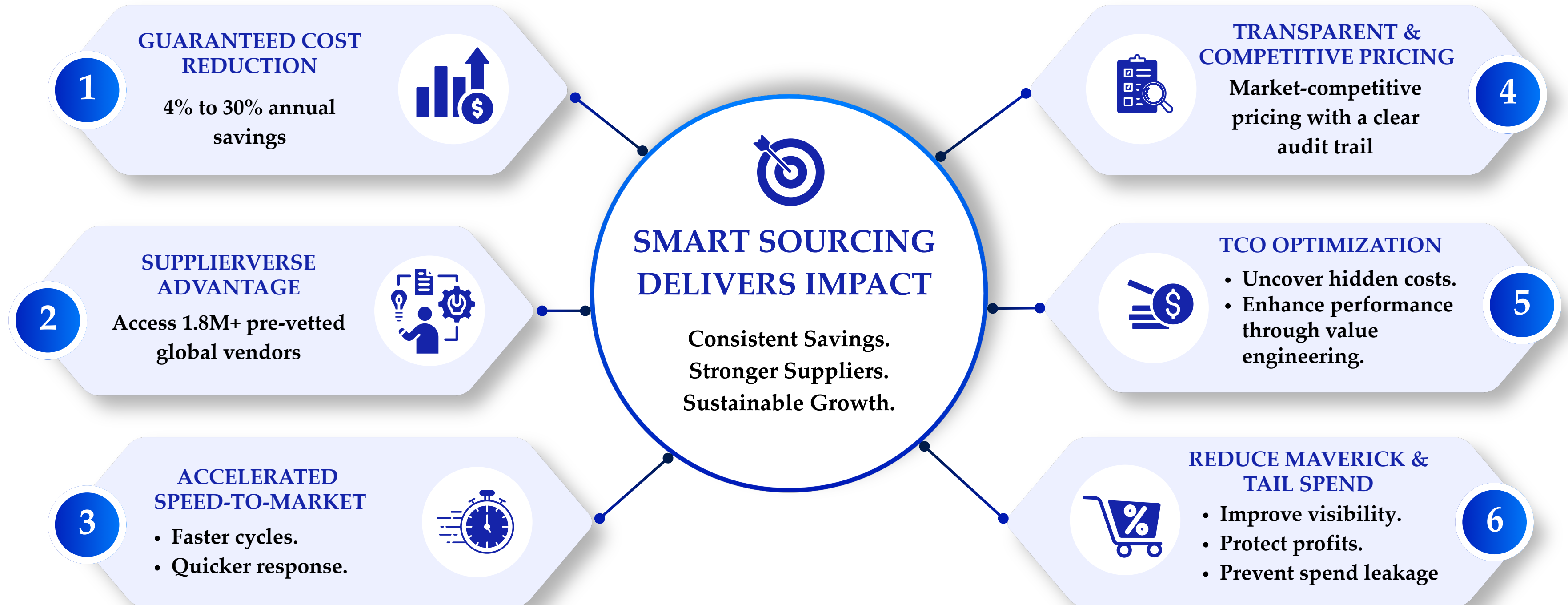
**OUTCOME: STRONGER VALUE**

- Measurable Savings
- Stronger Supplier Partnerships
- Data-Driven Decision Making
- Faster Time to Value

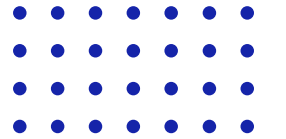
# KEY BENEFITS



Partnering with YCP for SMART Sourcing delivers measurable, sustainable impact across the P&L



# WHY CHOOSE YCP



The YCP value proposition is built on an unavoidable logic of expertise and scale



**25+**

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global offices  
powered by deep  
local market  
intelligence



**90%+**

---

customer  
retention driven  
by measurable  
results



**\$2.2B+**

---

savings  
delivered across  
client  
engagements



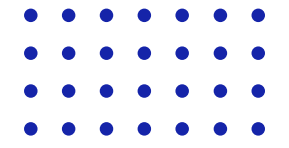
**5x**

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commercially  
guaranteed  
return on  
investment

# CASE STUDY

## UNLOCKING BUSINESS VALUE THROUGH MULTI-CATEGORY SOURCING



### CHALLENGES

A leading global agricultural corporation faced supplier limitations, budget constraints, and sourcing complexities across multiple strategic procurement projects.



### SOLUTION

We executed strategic sourcing, supplier expansion, and commercial negotiations to optimize costs, ensure supply continuity, and mitigate risks.

YEAR FOUNDED  
1851

HEADQUARTERS  
Singapore

REVENUE  
\$7.5 Billion

INDUSTRY  
Food & Beverage

### IMPACT DELIVERED



**\$2.38M+**

Total Savings  
Achieved

through strategic  
sourcing  
& negotiations



**6 Weeks**

Faster  
Procurement  
Timeline

vs.  
initial plan



**50% cost  
savings  
achieved**

on reefer container  
procurement.



**Long-Term**

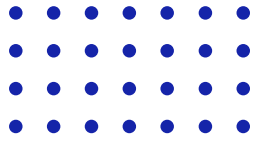
Supplier  
Partnerships

ensuring ongoing  
upgrades  
& support



**OUTCOME:** Achieved significant savings, supply continuity, and sustainability-driven growth.

# MEET OUR TEAM



**PANKAJ VIVEK**  
DIRECTOR



**PRASHANT GIRI**  
DIRECTOR



**UPASANA PATRA**  
DIRECTOR



**TIAGO BONETTO**  
DIRECTOR



**ARUN GUPTA**  
DIRECTOR



**VISHAL GARG**  
MANAGER



**PRANJUL SHARMA**  
MANAGER



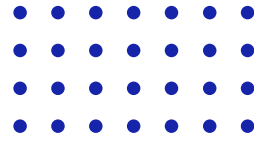
**SONUL SRIVASTAV**  
MANAGER



**ROHIT SHARMA**  
MANAGER



**DIVYANSHU GUPTA**  
MANAGER



# THANK YOU

Unlock the full potential of your business  
with YCP

FOR MORE INFORMATION



<https://supplychain.ycp.com/>

