

INTERNAL MARKETPLACE

How we're disrupting traditional procurement in the corporation



Eurasian Resources Group

- 60k+**
employees in Kazakhstan
- 16**
enterprises in Kazakhstan
- 15**
countries worldwide





ERG occupies a third of the mining and metallurgical complex of the Republic of Kazakhstan



About me

● ERG

Report

Procurement

How it was

Solution

Purpose

Lessons





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WHAT WILL THE REPORT BE ABOUT?

01

Market solutions can be used in corporations

02

How delivery time have been reduced by tenfold

03

Lessons Learned and recommendations



PROCUREMENT PROCESS

HOW DID THE PROCESS WORK BEFORE?

Delivery time: 90 working days

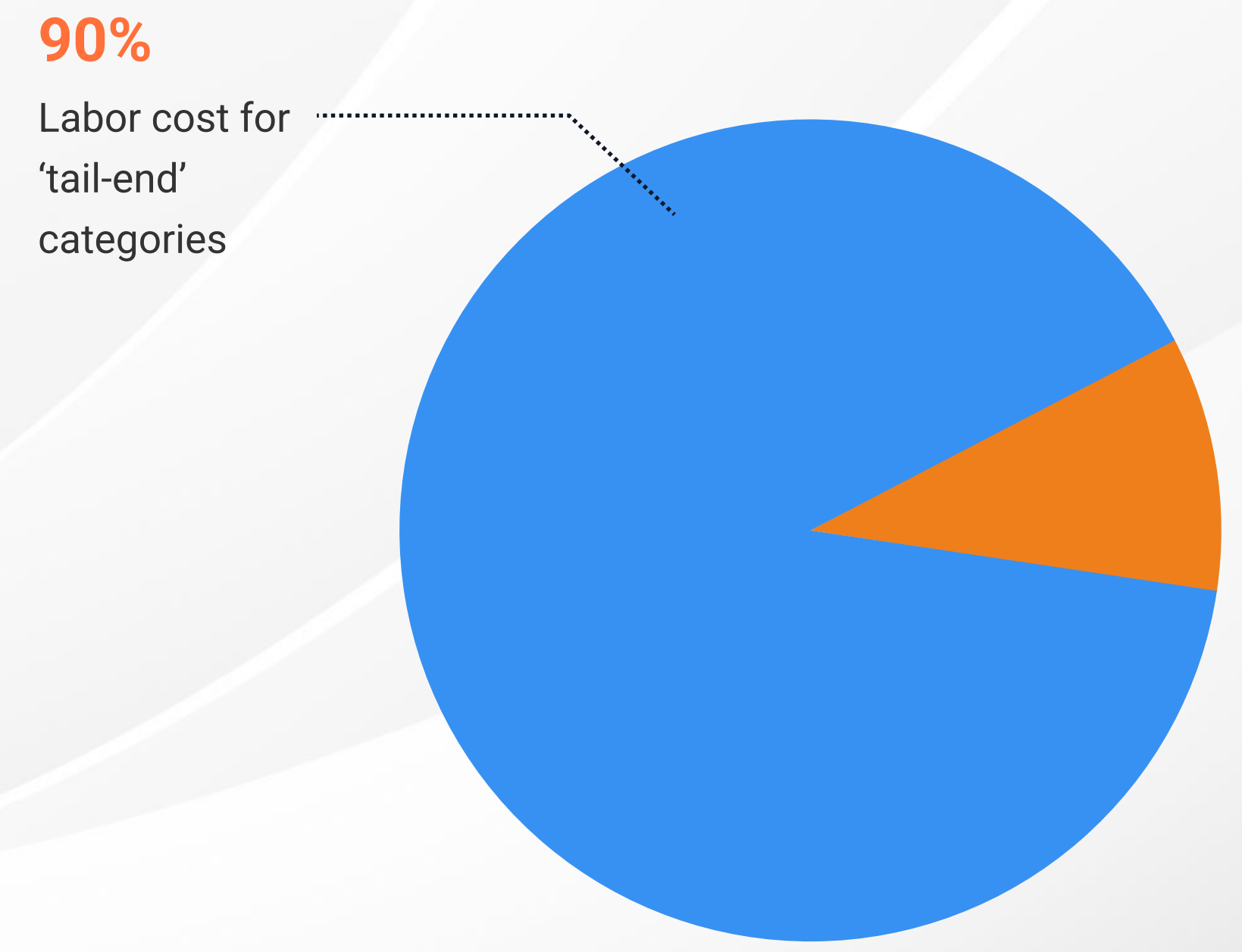
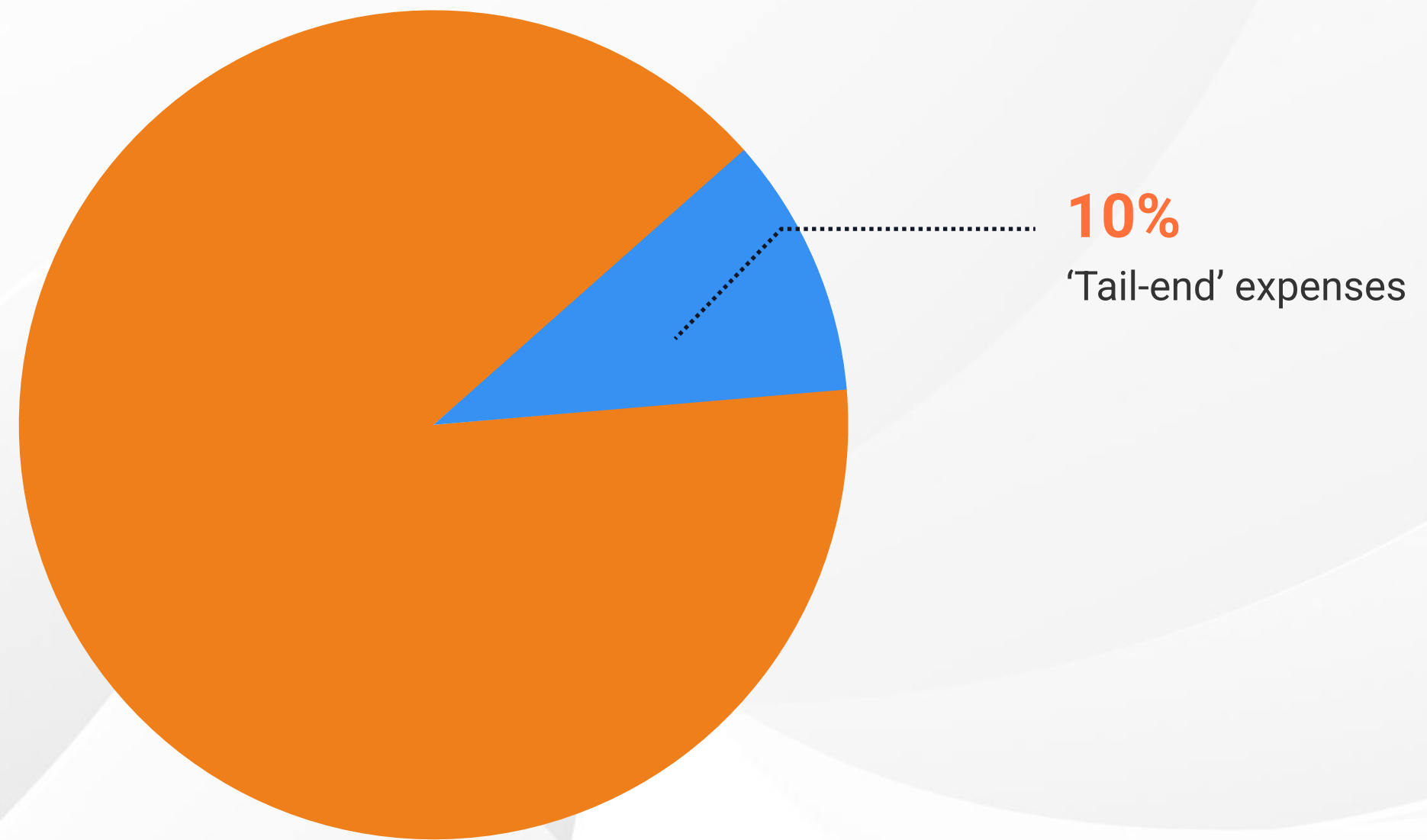


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PROCUREMENT PROCESS

💰 Group procurement volume: \$4 billion



'Tail-end' expenses are the amounts an organization spends on consumables, tools, spare parts, etc.



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HOW IT WAS BEFORE

 main users – factory employees

01

A long time

Long and tedious procurement process, about **90 working days**

02

Bureaucracy

Material creation – demand – reservation – write-off

03

Poor quality

Ends up with a low-quality analogue or does not receive it at all



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SOLUTION- CORPORATE MARKETPLACE

✓ Goal - to reduce delivery time

01

Fast

Weekly deliveries

02

No papers needed

Employees sign the invoice only

03

Quality

Employees will receive exactly what they have ordered



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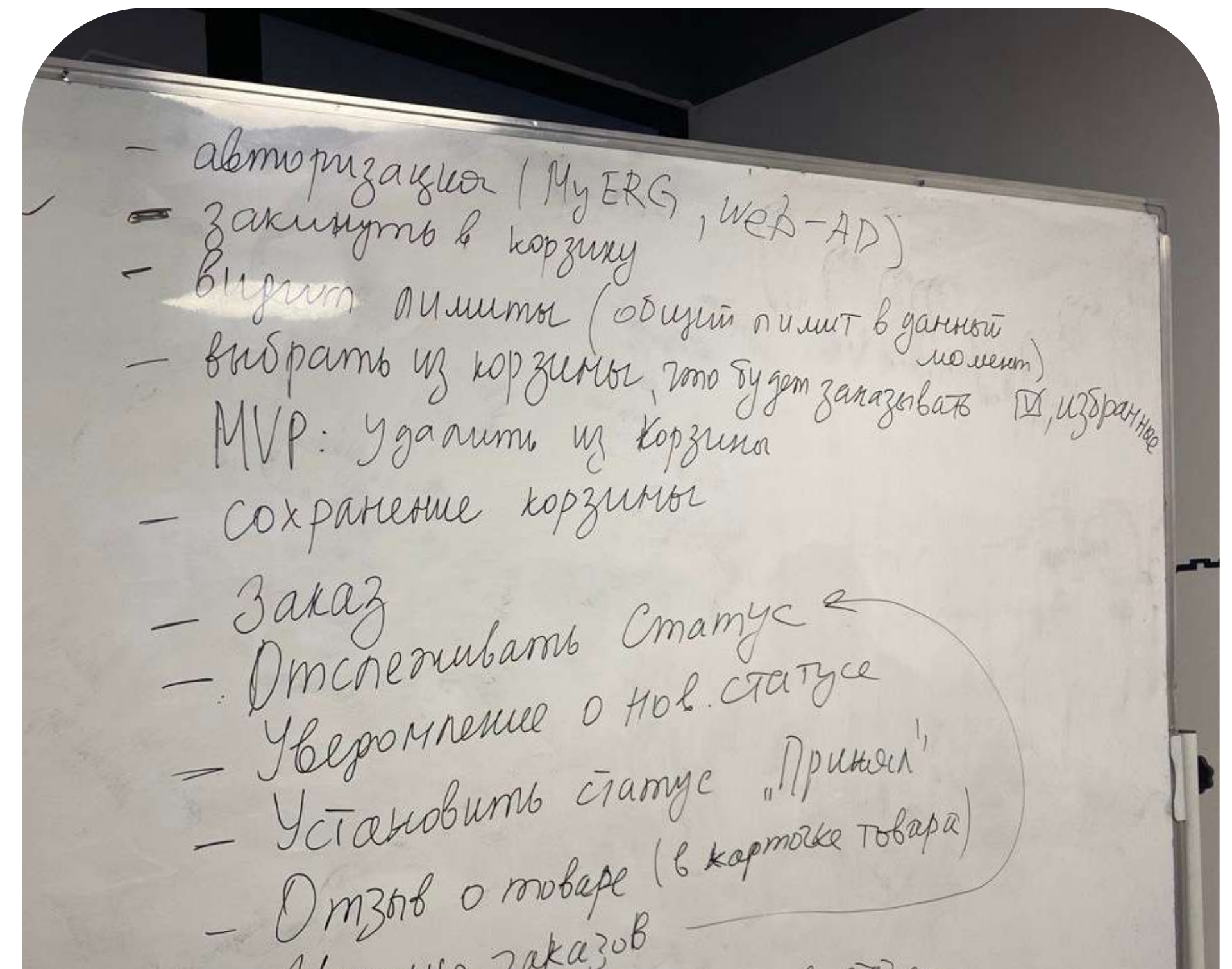
TASK - TO DEVELOP A MOBILE AND WEB VERSIONS IN 3 MONTHS

✓ The pilot: Tools category, 2 factories

😞 Team was understaffed

🙄 Development technology was not determined

😱 The countdown is ON





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LESSONS LEARNED AND RECOMMENDATIONS

- ✓ It is worth taking time to choose a technology so that later you don't have to rewrite
- ✓ The first meeting offline to get to know each other and to brainstorm together
- ✓ Assemble a team of stars who believe in the product :)
- ✓ Accept that there will be overtime



ERG

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● Restructuring



RESTRUCTURING OF THE PROCESS

No need for an ERP system, no tenders, framework agreement

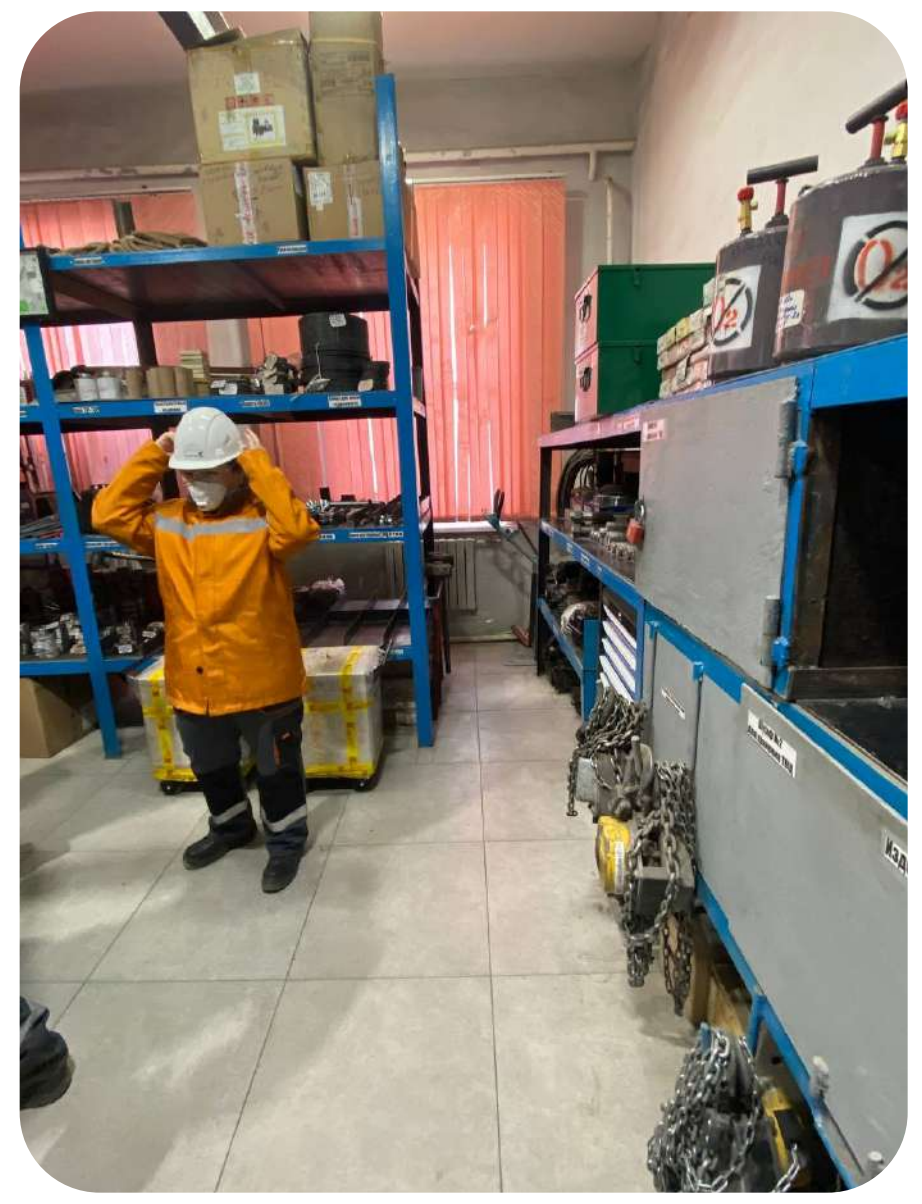
Who was affected by the product:

- Accountants
- Warehouse workers
- Buyers
- Security Service

IT'S BETTER TO SEE IT ONCE

Results of CustDevs

- A user portrait has been compiled
- The web version will not be in demand
- There are marketplaces to which our users are already accustomed





TECHNOLOGY APPROVED

Procurement

How it was

Solution

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Restructuring

Cust-dev

● Team



✓ Django, Django Rest Framework, Celery, PostgreSQL, RabbitMQ, Redis

✓ Mobile version as a service in corporate Super-App

✓ To Create web version using Django Oscar framework



Azhar
Product Manager



Aibek
Lead Backend dev



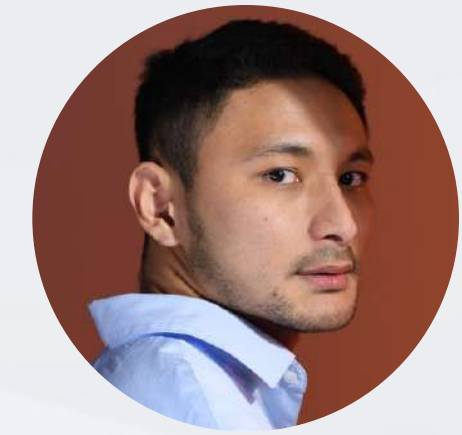
Ainura
Business analyst



Tair
Backend dev



Adil
QA engineer



Yerassyl
UX/UI Designer



Askar
Frontend dev



RESULT

We made it in
3 months and
1 week 🎉

How it was

Solution

Purpose

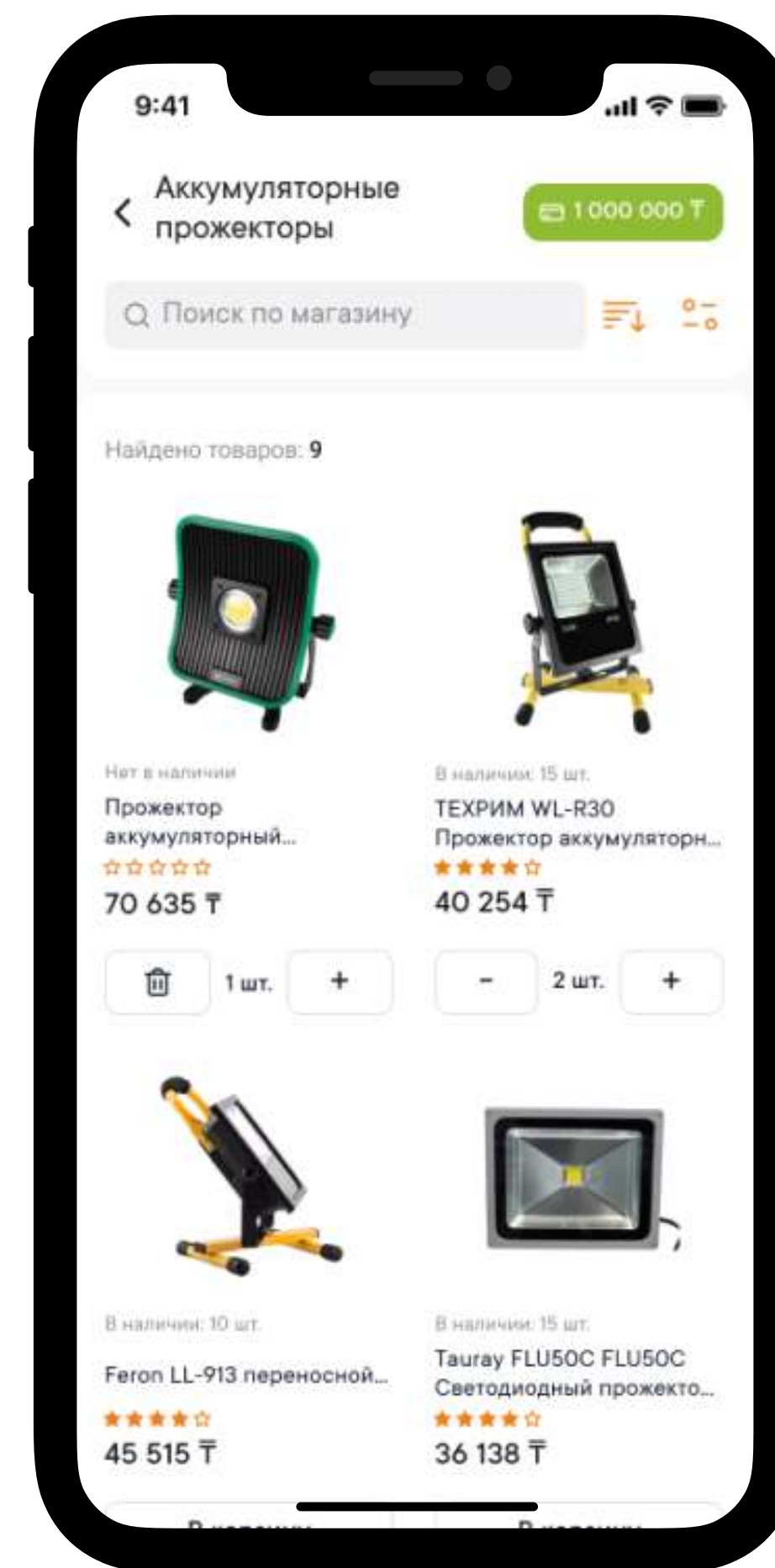
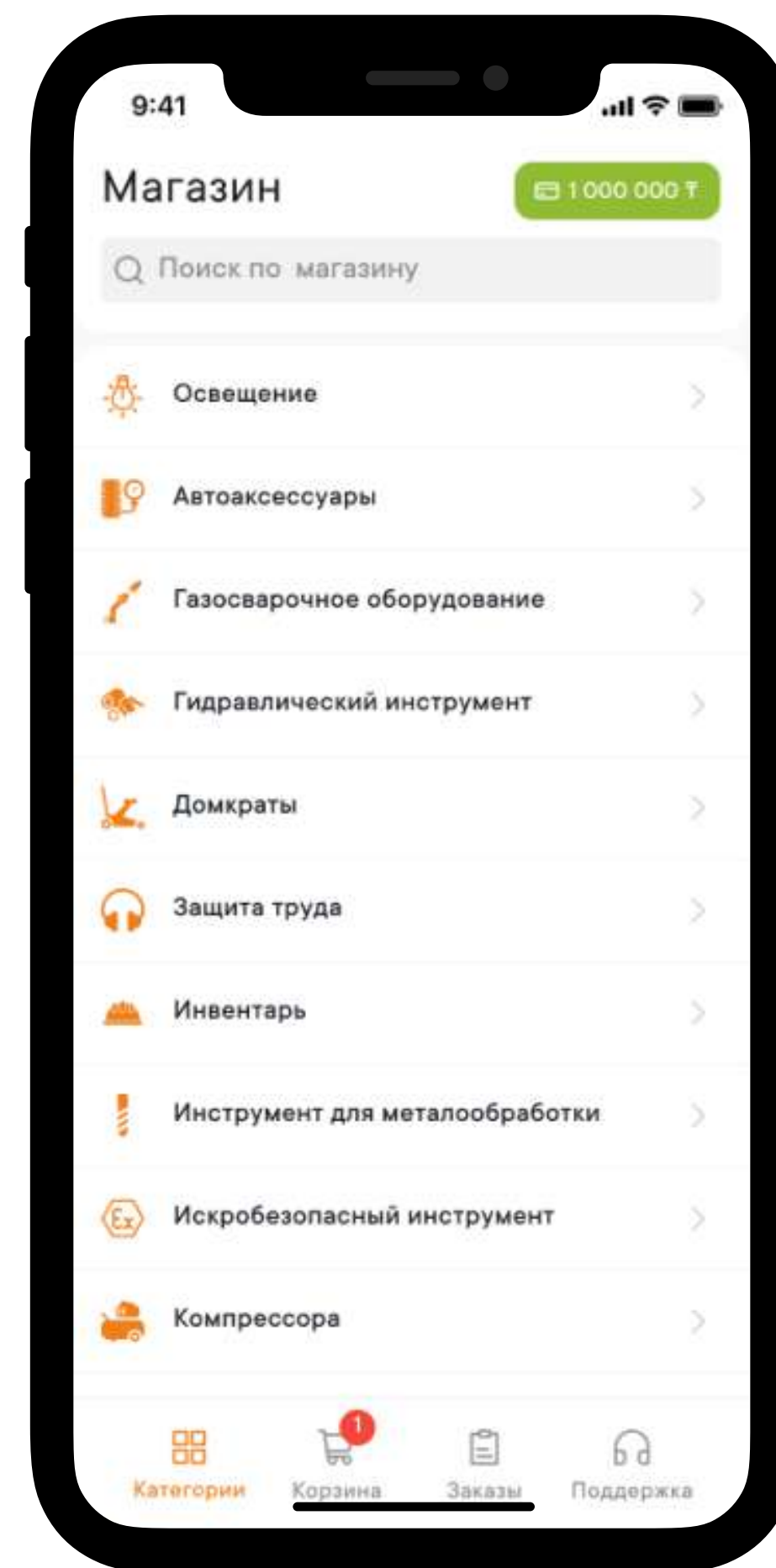
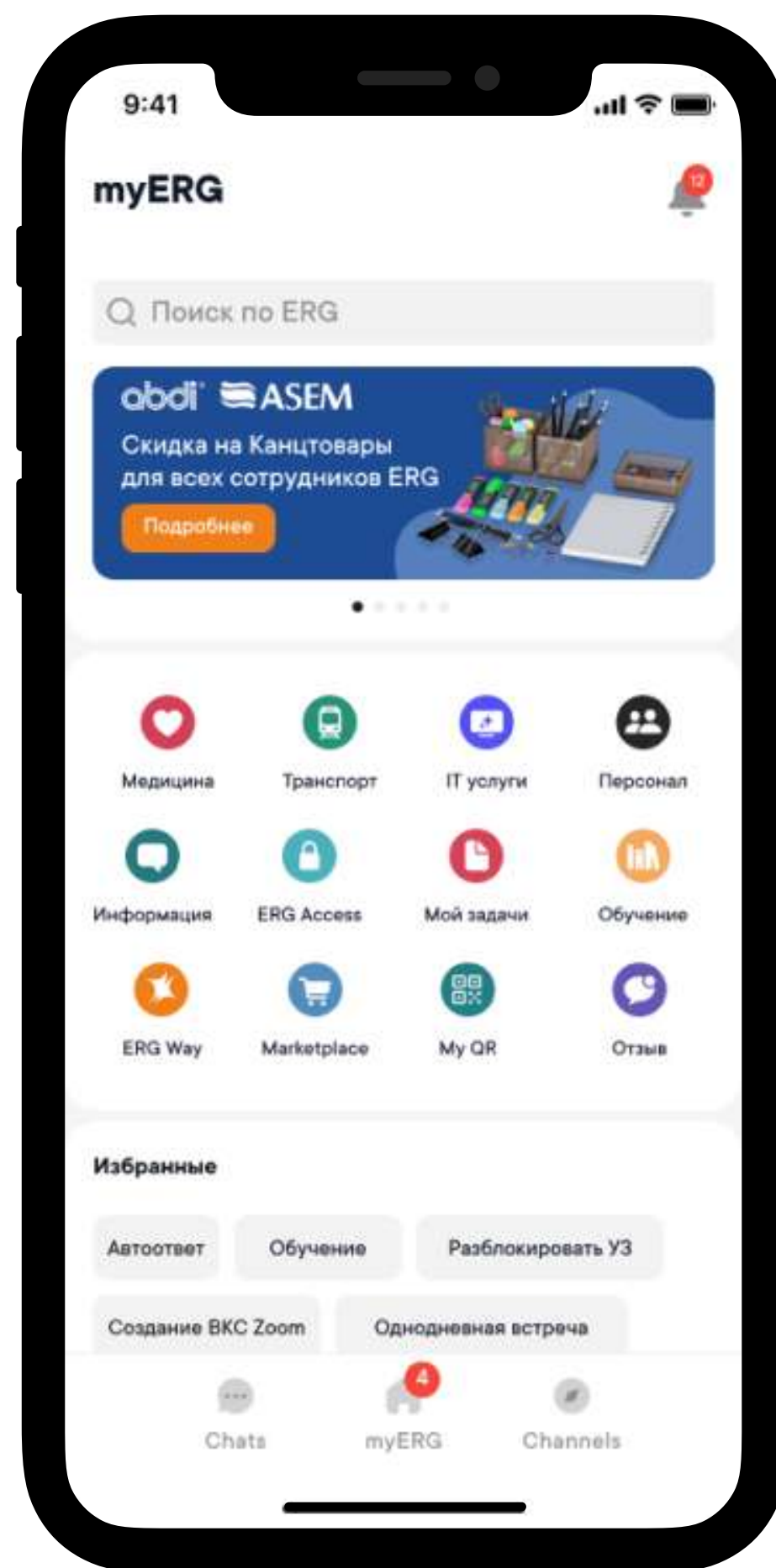
Lessons

Restructuring

Cust-dev

Team

● Result





RESULT

How it was

Solution

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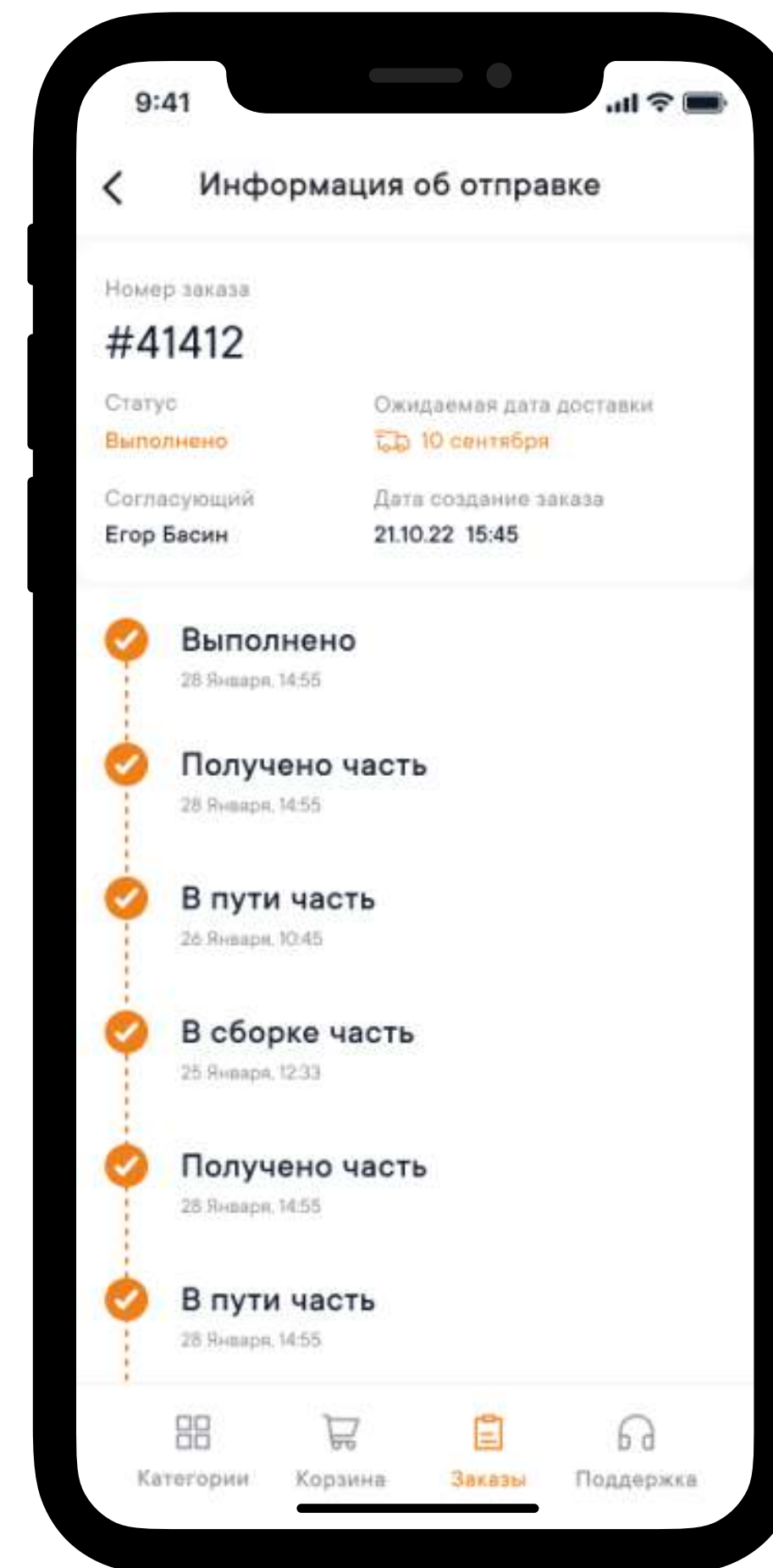
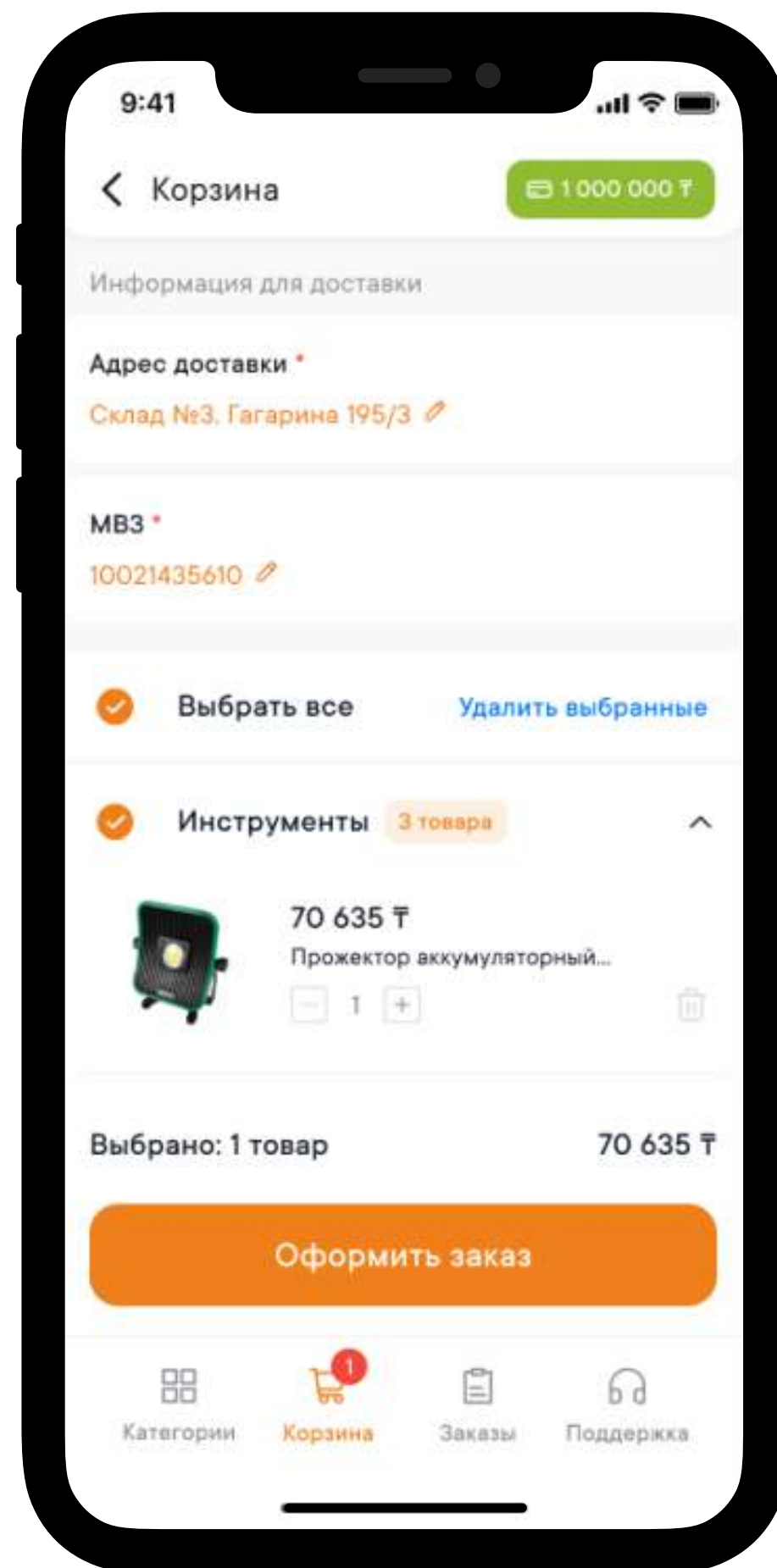
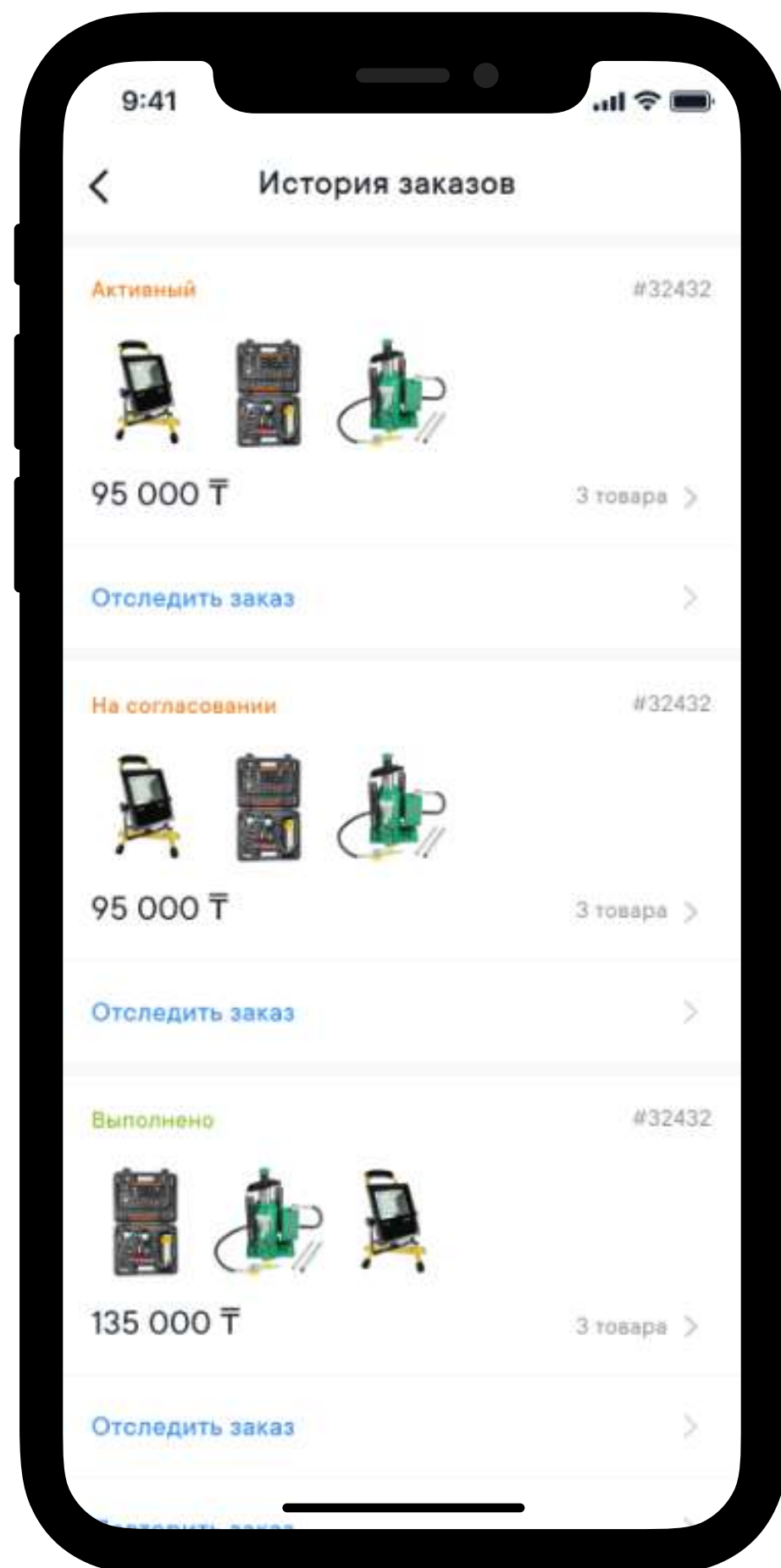
Lessons

Restructuring

Cust-dev

Team

● Result





How it was

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● Result



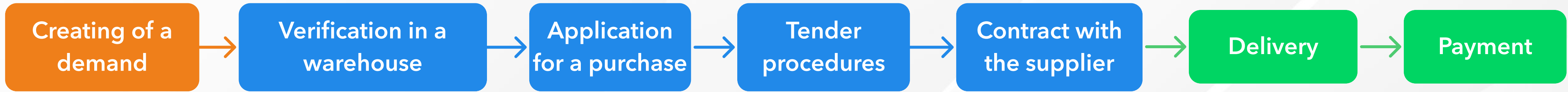
RESULT

in numbers

- ✓ 1 category
- ✓ 1 supplier
- ✓ 2 enterprises in Aktobe region
- ✓ The minimum delivery time - 1 day, the median time - 7 days

PROCUREMENT PROCESS

as it was before



How it is now





Solution

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Cust-dev

Team

Result

Before/now

● Lessons



LESSONS LEARNED

- Business is a part of the team (lack of involvement, bad communications kill any idea)
- Daily meetings with the Customer during the development
- Clear division of responsibilities
- Even the coolest product will not work without the process being ready for it



Purpose

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Team

Result

Before/now

● Nowadays



HOW IS IT NOW

2

large categories

4

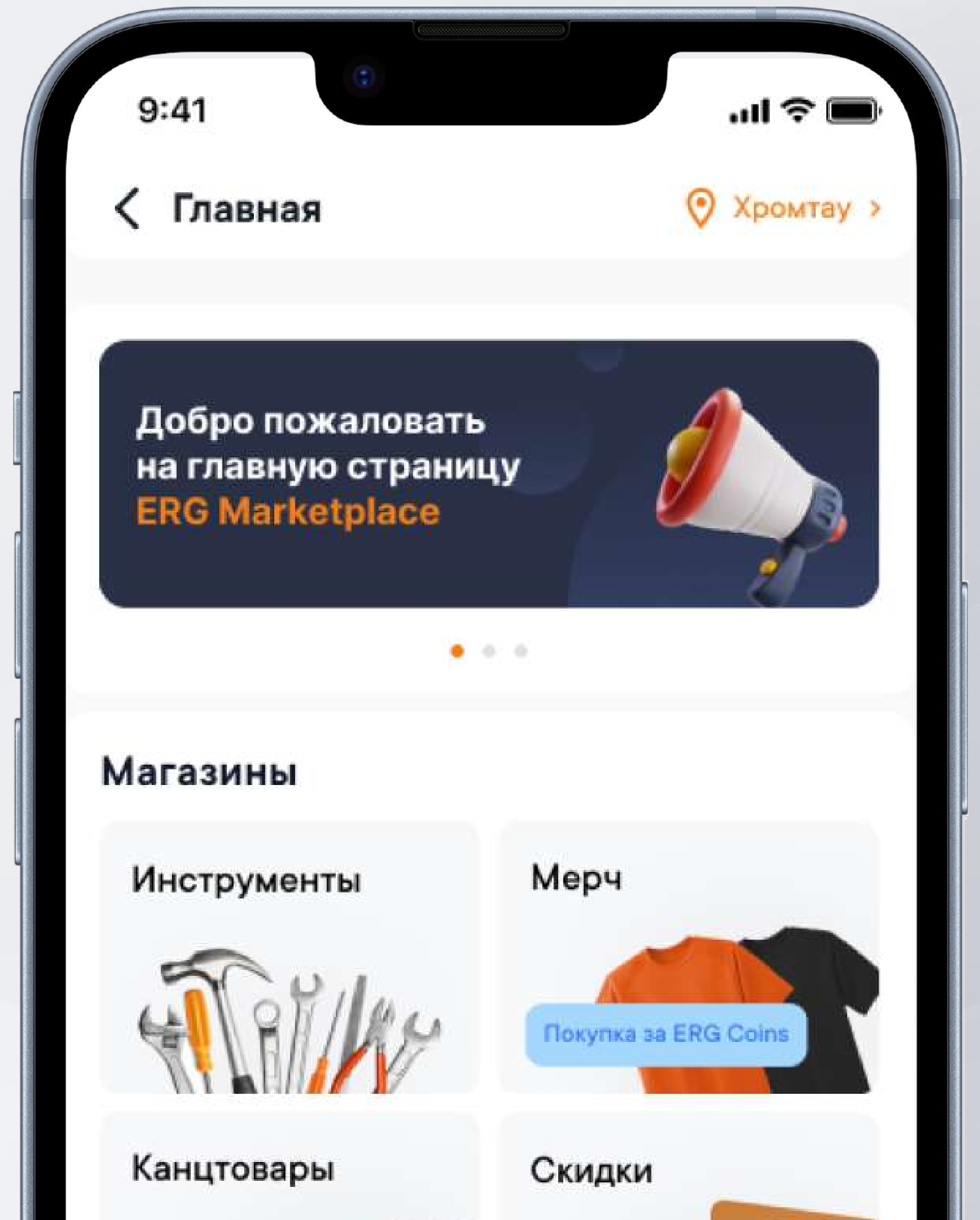
suppliers accross the country

10

enterprises in 4 regions

9000+

goods worth \$1.6 million were ordered through the market





Lessons

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Cust-dev

Team

Result

Before/now

Nowadays

● Future



WHERE ARE WE GOING NEXT?

- 1 . Expand the range of goods
- 2 . Competition - add new suppliers
- 3 . Cover the following “tail-end” categories as much as possible:
household goods, lightings

Main metric- **Estimated delivery time**