

Case Study - PepsiCo International Asia Pacific - BPO RFI



Background

PepsiCo is a world leader in convenient snacks, foods and beverages. PI Asia Pacific region wanted to explore options to outsource its F&A operations to India. The operation for the region were supported out of Shared Service Center in Manila, Philippines.

Our Solution

- ▶ Assisted PI ASPAC in RFI creation & analysis phase of sourcing lifecycle through India Sourcing Strategy service offerings:
- ▶ RFI Scope : RFI scope was created after review of process documentation & inputs provided by PI ASPAC
- ▶ RFI Process Design: As part of scope Systems Plus was responsible for RFI creation, RFI management (release, clarifications, submission), RFI response analysis & recommendations
- ▶ Vendor Research & Shortlist: Detailed research was carried out for vendors in F&A domain who had capabilities to deliver PI ASPAC requirements.
- ▶ RFI Creation: RFI documents and Evaluation questionnaire was designed to capture key information from the vendors.
- ▶ RFI Response Analysis - We created an evaluation criteria template for rating response from the vendors. Best fit vendors were identified based on their overall response, financials and their capability.

Business Benefits

- ▶ Entire RFI process outsourced to Systems Plus. PI ASPAC had no direct interaction with vendors
- ▶ 2 month turnaround for RFI process (RFI creation, RFI management, RFI Analysis)
- ▶ Recommendation based on RFI response & vendor's historical performance in marketplace

Systems Plus Solutions

is an ISO 9001:2000 Certified Business Solution provider specializing in business consulting, sourcing advisory and software development with clients in more than 20 countries across Europe, Asia and North America.

Headquartered in Mumbai, India, SPS has offices in Reading, UK and New Jersey, USA.

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