

Consultants Review

25 Most Promising Procurement Consultants 2016

The Manufacturers in India finds it difficult to maintain a continuous operation in the production line, which is a result of poor management of resources and utilities. Let us consider the Petrochemical Industry. Without the input of crude oil, the initial raw material the entire unit will shut down leading to heavy losses. In such cases, it is important to have a thorough planning of storing the raw material with continuous availability, easy resource access, and also ensuring that all the utilities are running smooth. The process of procurement can be called as a complex management service, intended to support the strategic aims of the organization.

The main objective behind any type of procurement is getting the right product or service, at the right price and quality at the right time. But there are instances when risks arise pertaining to complications in negotiations and

delays which ultimately affect a company's operations. There are cases where the suppliers take manufacturers for granted and delay the supply of product, which creates ruckus and the supplier stops the supply resulting in major loss for the manufacturer. The onus falls on consultants who can help companies develop the methods and means to gain sustainable, continually improving results, in collaboration with suppliers and internal stakeholders.

The current edition of Consultants Review has therefore come up with the list of '25 Most Promising Procurement Consultants' to address the complexities related to this space. The list consists of some exceptional consultants who can provide support to an organization at any or all stages of its sourcing lifecycle. Focused exclusively on procurement and supply chain management, the listed consultants can develop and implement solutions that tightly fit an organization's needs.

Pinnacle Sourcing and Consultancy

recognized by **Consultants Review Magazine** as

ConsultantsReview 25 MOST PROMISING
PROCUREMENT CONSULTANTS - 2016

The annual listing of 25 Most Promising Procurement Consultants represents not only the commitment of listed companies to offer effective procurement solutions, but also recognizes the companies impacting the market place.

Nandini Mukherjee
Managing Editor
Consultants Review

Company:

Pinnacle Sourcing and Consultancy

Key Persons:

Himanshu Kapoor,
Founder

Description:

Leading International Sourcing and Supply Chain Consulting company with global footprints in 17 countries

Website:

pinnaclesourcing.net

Pinnacle Sourcing and Consultancy: "Creating Value" Throughout

Himanshu Kapoor had been working in the supply chain domain for over 20 years. During his tenure in the services sector in supply chain domain, he sensed a need of manufacturing industry to receive support from third party service providers, who could provide end to end sourcing solutions. Even though there were other consultancy firms offering supply chain solutions, such kind of end to end sourcing solutions were hard to find. Identifying this gap, he set up Pinnacle Sourcing and Consultancy (www.pinnaclesourcing.net), a leading International supply chain consulting firm which delivers pragmatic and innovative sourcing and consulting solutions, enabling organizations to manage their supply chain effectively and helping them achieve a path of greater profitability. "As leading supply chain management consultants with multiple years of experience in manufacturing industry, we could very well understand the need to provide end to end sourcing and procurement solutions. This was the genesis of Pinnacle Sourcing. Since strategic sourcing is not a solo effort, we partner with clients by leveraging our detailed knowledge-base, exhaustive sourcing experience and trained local resources," says Himanshu.

The early days at Pinnacle were momentous. Being blessed with a core team, the firm came across a few clients who were willing to invest in their services. "Given my experience in the industry, I came across like-minded people who were willing to join us. We also got few clients; however our constant focus was on scaling up operations and then convincing the big players to procure

our services," he adds. Currently with global footprints in 17 countries, Pinnacle provides services in Asia, ASEAN, Eastern Europe, North America & Mexico at various stages of a client's Strategic Sourcing and Procurement Lifecycle with special focus on best cost country (BCC) sourcing solutions. The firm has an illustrious client base across diverse industry segments which include ArticCat, Chamberlain, TIDC India, Remy & Brasscraft amongst others. High "actualized" savings leading to a high ROI for clients has ensured long term engagements with most of them.

“As one of the leading strategic sourcing company, Pinnacle acts as an extended arm of it's clients with the objective of accelerating their sourcing initiatives using it's global footprints in 17 countries”

Strategic Sourcing Solutions

As one of the leading strategic sourcing companies, Pinnacle specializes in fulfilling the diverse sourcing needs of it's global clients. The firm provides end to end sourcing solutions with the objective to identify, qualify and develop suppliers for clients in low cost countries meeting the technical and functional specifications as well as offering most competitive pricing with highest



Himanshu Kapoor,
CEO

quality levels. It also provides third party inspection & supplier audit services. Not only this, Pinnacle offers a unique and flexible virtual office solution to suit businesses and budgets of all types. Through this, they help companies to operate business in different regions from the comfort of their own office and cut down on costs of setting up actual office thereby limiting their overall liability & increasing business profits. Additionally, Pinnacle also provides market entry services in India and other countries across the world based on client requirements. Through all these service offerings, team Pinnacle creates strong collaborative relationships which delivers extraordinary value to the clients.

Over the years, Pinnacle has ventured into newer markets and expanded its operations worldwide. The firm has entered into a strategic alliance with OPTEx Japan, a world leader in sensing technology, to meet the expanding needs of the Indian security industry with a host of innovative & high-tech products from OPTEx. Aiming at an eventful journey ahead & focussed on "Continuous Learning & Improvement", team Pinnacle continues to "CreateValue" for all its stakeholders through a "Principle Centered Approach".