



HSBC Middle East improves cost efficiency through Tejari Pakistan

HSBC Bank Middle East, which registered on Tejari in April 2008, has incurred huge savings in costs through trading on the online B2B portal. The benefits of trading online not only provided them with a large seller base, initially for office supplies, but also ensured a variety of options in terms of quality and services.

Ms. Fouzia Mogul, the representative of HSBC said: "We at HSBC wanted to take advantage of Tejari's benefits offered in core areas such as cost savings, transparency, spend visibility and reduction in process time. We found this possible when the auctions we floated got an extremely good response from the sellers on board. The transparent process of on-line procurement gives us ready access to vendor databases with product and cost details. This

has further improved our administrative efficiencies and it has been an overall great experience"

HSBC has carried out transactions on the Tejari portal to purchase office supplies and has received positive responses from vendors that enables procurement of products with a focus on costs and quality. The portal simplified these transactions by eliminating the need to individually contact vendors, provide detailed specifications and follow up for the best rates, making the process efficient, smooth and easy to use. "By posting our requirements on Tejari, we received bids from suitable vendors in our defined time period. This process saves a lot of extra work, offers more product choices and thus maximises savings for the bank," said Fouzia Mogul.



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The first auction floated for printing paper by HSBC received an extremely good response from sellers on board Tejari Pakistan, and the second auction for the same proved even more successful. Although the price of paper was very unstable in the market, the quotes received through Tejari were at a lower cost than those offered by HSBC's local sellers.

HSBC, a leading multinational bank, holds a vision to achieve its savings target set by Group Purchasing for all offices worldwide. Trading on Tejari contributes towards its mission to continue serving its customers to ensure optimum satisfaction. HSBC has achieved far more in terms of monetary and quality benefits in procurement activity as a result of online trading.

HSBC 

Company name: HSBC Bank Middle East Limited- Pakistan

Company Profile: HSBC is one of the largest banking and financial services organizations in the world. HSBC's international network comprises over 9,500 offices in 85 countries and territories in Europe, the Asia-Pacific region, the Americas, the Middle East and Africa.

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Summary :

HSBC Bank Middle East Limited wanted to achieve cost savings in printing paper (A4 size), so they decided to float an auction in which they generated extremely good response from suppliers leading to substantial cost savings. As the quantity of paper used by the bank for offices worldwide is huge, they floated a second auction, and got even a better quotation.