

Success story

**Global
procurement
and
outsourcing**



**Company of the
Production and
Distribution sector**

**Design of solutions
and strategies of
acquisition and
inventory
management for the
improvement of
purchases,
negotiations, and
global supply**



Sustainable construction supported by
technological innovation



Corporate Challenge

CEMEX is a leading global producer and marketer of cement and ready-mix concrete products. They have gone from being a small regional player in a cement company to a world leader that operates in the most dynamic international markets, employing more than 25,900 people on four continents. CEMEX is the largest cement producer in North America and the largest cement distributor in the United States with a geographically diverse network of 13 cement plants and 54 distribution centers and maritime terminals. CEMEX also operates 86 ready-mix concrete plants and 23 aggregated plants in the United States.

CEMEX grew aggressively by acquiring 8 of its 13 plants. They needed to be consistent with their business model and base themselves on complementary sources of growth that provide free and sustained cash flow along the Economic cycle.



What SMX Services & Consulting, Inc did.

Understanding the requirements and based on our DMAIC methodology, three different projects were carried out to achieve the goal. In all of them the DMAIC method was used.

National warehouse inventory

SMX carried out physical inventories at the national level in all plants and some terminals and facilities, creating new databases and purifying existing ones to provide the appropriate information and determine the necessary actions with respect to acquisitions and negotiations.

National Purchases and Negotiations

The main objective is to reduce costs, improve the quality of services and production, and be an exemplary customer in terms of payments.

To achieve this goal, we provide a team of experienced consultants to analyze data, design different opportunities, solutions and acquisition strategies, and implement the most appropriate model, which includes a National Contract and negotiations.

Global supply negotiations.

The same model applied to improve national purchases was applied to Purchasing and International Negotiations with CEMEX Global Sourcing. SMX analyzed the purchases, negotiations, and current data to draw conclusions in marketing intelligence and purchases to carry out the best negotiations for CEMEX and its sellers.



Value in the Customer Experience

The national inventory was completed on time, providing CEMEX with accurate information. Our conclusions and recommendations were accepted and are currently being implemented and used in the department of Acquisitions and negotiations. We are currently delivering to CEMEX Global Sourcing, our analysis for the International Negotiations.

Since January 2004, SMX has been working with CEMEX to achieve that goal, providing us with a great experience and reference since we are able to provide our customers with what they expect through our competent staff and the appropriate methodology. In general, we have demonstrated the importance of our goal: Customer Satisfaction!