

## Success story

## Company of the Production and Distribution sector

Design of acquisition  
and inventory  
management solutions  
and strategies to  
enhance purchasing,  
negotiations, and  
global supply chain  
operations.



Sustainable construction  
supported by technological  
innovation

Global  
procurement and  
outsourcing



# 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 their requirements and applying our DMAIC methodology, three projects were carried out:

### **Nationwide Warehouse Inventory**

SMX conducted physical inventories at all plants and some terminals, creating and debugging databases to provide accurate information and guide procurement and negotiation decisions.

### **National Purchasing and Negotiations**

In order to reduce costs, improve quality and optimize payments, a team of consultants was provided to analyze data and design procurement strategies, implementing a model for National Contract and Negotiations.

### **Global Sourcing Negotiations.**

The model used in national purchasing was applied to International Purchasing and Negotiations for CEMEX Global Sourcing, analyzing data to optimize negotiations and procurement strategies for CEMEX and its vendors.

## 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!

