CUSTOMER CASE STUDY

Company D

Next-procurement system establishing project

Industry	Manufacturing & supply of renewable energy infrastructure/equipment
Founded	1960s
Revenue	About KRW 17 trillion (as of 2025)

2025.01~2026.05

Customer Comments

Cut 8,500 man-hours (MH) annually by implementing a unified, EPC-customized procurement platform

Procurement Team Manager at Company D

Project Overview

Challenges

Low efficiency and limited scalability due to ERP-centric and fragmented systems

- ERP-centric setup restricted features and required custom UI development
- Disconnected systems hindered efficient data management and utilization
- Heavy reliance on manual tasks caused operational inefficiencies

Solutions

An **EPC-specific, customized procurement process** on a single platform

- Customized workflows to meet the distinct requirements of each business unit
- Unified fragmented procurement processes into a single platform
- Built industry-specific functions and a robust supplier management system

Results

Saved 8,500 MH annually and secured data-driven procurement visibility

- Maximized productivity by streamlining the entire PR-to-PO workflow
- Enhanced supply chain management via granular quote analysis and ESG integration
- Provided enterprise-wide procurement insights through an integrated dashboard

Implemented Software Coverage

PR | e-Bidding | Supplier Registration | PO/ASN/Goods Receipt | e-Contract | Supplier Evaluation | Workplace | Search Engine | System Admin | Dashboard

Challenges

Low efficiency and limited scalability due to ERP-centric and fragmented systems

Company D, a leading energy solutions provider in Korea, traditionally managed its procurement operations using emails, Excel, and legacy ERP systems. However, because the procurement processes were fragmented across disjointed systems, centralizing and managing data was highly challenging. Furthermore, certain manual-centric workflows made it impossible to leverage operational data as a strategic asset. In particular, the existing ERP-centric environment imposed functional constraints on implementing advanced procurement capabilities, resulting in compounding inefficiencies as the company had to custom-develop individual subsystems or separate UI screens whenever new needs arose.

As Company D expands its business portfolio with a focus on eco-friendly green energy, it decided to build a next-generation procurement system to efficiently control increasingly complex and large-scale procurement processes while strengthening enterprise-wide procurement competitiveness.

Our Solution

An EPC-specific, customized procurement process on a single platform

In selecting a vendor, Company D prioritized technical suitability, cost competitiveness, and deep EPC industry expertise. This was critical due to the complex, high-value, and diverse nature of EPC procurement. EMRO was ultimately selected over global competitors based on its extensive track record and best practices in the EPC sector.

To execute the project, EMRO analyzed requirements across Company D's diverse business units to design an optimized, tailored workflow. Key implementations included:

- Process Unification: Consolidated fragmented workflows—from supplier registration and PR to bidding and POs—into a single platform.
- EPC Specialization: Built industry-specific features along with an integrated supplier evaluation and management system.
- System Stabilization: Ensured business continuity through stable legacy system integration, rigorous integrated testing, and systematic user training.

Results

Saved 8,500 MH annually and secured data-driven procurement visibility

Following the deployment of the unified procurement system, Company D significantly boosted its procurement productivity and operational efficiency. By centralizing previously disjointed workflows onto a single platform, buyers can now handle all operations seamlessly without navigating multiple systems. As a result, the company reduced processing time by 0.5 MH per case from PR to PO, translating to a total annual savings of 8,500 MH.

Procurement competitiveness was enhanced by introducing EPC-specialized functions, including granular bidding evaluations—Technical (TE), Commercial (CE), and Capital Cost (CC)—to ensure optimal supplier selection. By integrating supplier management and ESG evaluations into a single workflow, Company D now systematically manages its entire value chain. Additionally, an integrated dashboard centralizes scattered data, maximizing enterprise-wide visibility.

Moving forward, Company D plans to drive further procurement innovation by integrating AI technologies for workflow automation and advanced analytics.