

MOTA-ENGIL

A World of Inspiration



SUCCESS STORY

MOTA-ENGIL

Maximizing performance with integrated solutions, a new dynamic, a more dynamic market and optimized savings.



CUSTOMER

As one of Portugal's biggest companies (it's listed on the stock exchange), Mota-Engil operates in a variety of areas, most notably construction.

As a leader in Portugal with a consolidated position in the ranks of the 30 largest European construction groups, Mota-Engil is making its mark in 23 countries, in three distinct geographical areas – Europe, Africa and Latin America, with holdings in over 200 companies.

Mota-Engil assumes a position in the market according to the values and cultural identity of the organization, grounded in a unique and integrated strategic vision for the Mota-Engil of the future: a more international, innovative and competitive Group on the global scale.



PROJECT SCOPE

VORTAL has worked with Mota-Engil since the beginning, believing in the power of online procurement solutions to overcome barriers and combat inefficiencies in the supply system.

Mota-Engil wanted to modernize their purchasing process, reorganize the team and inject some much-needed entrepreneurial spirit into the department. They were ready to meet new suppliers, enlarge their potential base and increase the transparency of all relationships.

VORTAL worked with Mota-Engil to raise awareness amongst supplier companies, stimulating and encouraging the correct use of the platform. As a result, they created a dynamic market of loyal suppliers.



OBJECTIVES

By buying electronically, Mota-Engil were able to achieve effective price reductions versus the traditional purchasing process. 2% savings were made on subcontracts, making a positive difference to the bottom line.

By optimizing the supply process, VORTAL were able to significantly decrease the administrative workload, saving Mota-Engil time and money when making market consultations and loading bids.

Apart from centralizing the purchasing process, Mota-Engil wanted to ensure that the company's ERP system was fully integrated with VORTAL.

Achieving this led to a significant decrease in workload and errors, as there was no need to load orders into SAP manually. This meant more money and time saved.



RESULTS



7%

SAVINGS ON PURCHASES
OF MATERIALS



232492€

TOTAL ANNUAL ADMIN
SAVING



160977

NO. OF SERVICES AND
CONTRACT WORK (METALWORK)



TESTIMONIALS

"Integration of VORTAL with ERP ensures a perfect alignment of processes between production and purchasing."

Pereira de Silva

Supply Director, Mota-Engil Engineering & Construction. S.A.

"Mota-Engil is a large entity and its procurement function caters to many markets. Moreover, each construction job has specific client requirements that create large volume of procurement needs. This background creates a need to have a highly efficient process that buyers can execute effortlessly, while ensuring that a wide range of suppliers is kept qualified. By deploying the VORTAL platform, Mota-Engil maintains access to a continuously updated pool of suppliers to provide competitive proposals and automates many of the routine sourcing activities, all in a solution that ensures supplier collaboration and integrates seamlessly with the Mota-Engil eRP. It's almost like having the suppliers do your work"

Nelson Pinto de Magalhães

Head of Corporate Buyers, VORTAL



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