



Harnessing the Power of Supplier Insights with scoutbee

Chapter 1: Risk Mitigation



A robust Risk Management strategy in procurement means being able to shift and pivot - be it due to major disruptive events with global supply chain impacts or strategic changes for the business - alternative supply options are always required.

In addition to sudden disruptive events, other factors such as trade wars, or global warming and the resulting environmental awareness across industries and consumers can shape the new risk landscape. Indeed, sustainability is now equally important to financial and credit risk, and regulatory requirements no longer see codes of conduct and self assessments as sufficient.

New risk factors can no longer be measured by solely using reports, but real time information has become vital to a holistic understanding of risk. scoutbee customers benefit from the deep market insights provided by the AI-driven supplier search.

Customer Example 1:

Initial Situation

A chemical company needed to find new suppliers for a rare chemical, Cardanol, which was sourced from a very narrow supplier market. With very few global suppliers even capable of delivering the material, the company needed to identify alternative suppliers to ensure a safe and stable supply chain. Realizing that a lack of a second source for this highly in demand material would comprise an unacceptable risk, the company turned to scoutbee to screen the global supplier market for Cardanol.

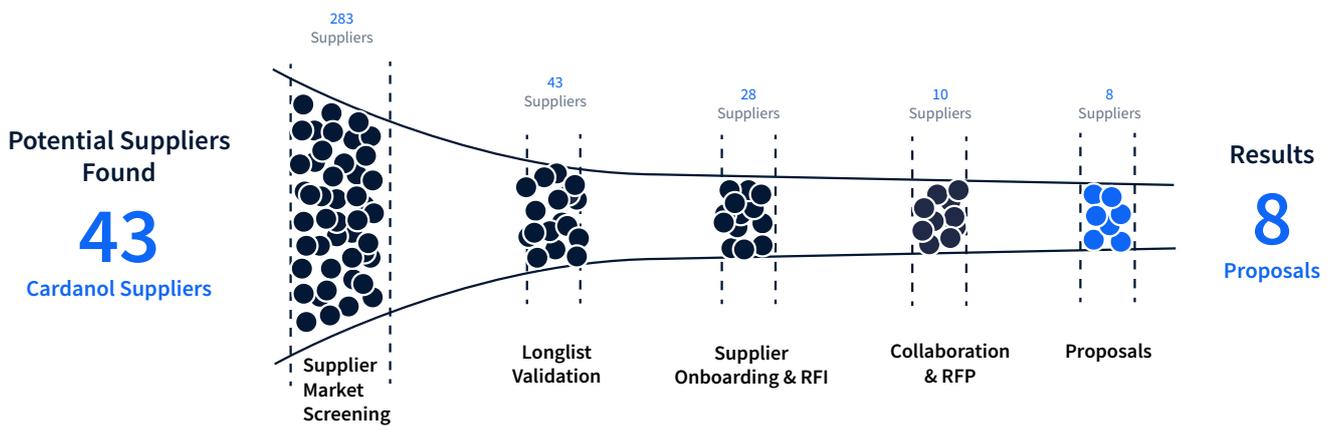
Objective

The objective for the chemical company was to secure the supply chain for cardanol, as this raw material is becoming an ever more important ingredient in chemical production.

Result

With scoutbee's supplier discovery suite, the company became aware of far more suppliers than via its own internal research. 283 suppliers in the market were screened, 43 potential suppliers were qualified and prioritized for further screening. The company then further narrowed the potential options down to 28 and invited these to submit information. 10 suppliers met the requirements and collaborated with the company using scoutbee's collaboration platform.

Eventually, 8 suppliers submitted a proposal within just a couple of weeks duration, which provided enhanced sourcing options and improved visibility on pricing.



scoutbee has a proven track record of facilitating sourcing success - from core categories to high risk materials - controlling and mitigating the myriad of issues associated with sourcing and comprehensive scouting for best suppliers.

Risk management is a core discipline of procurement, a task that carries great responsibility. If neglected, risks can quickly result in liabilities and financial loss for a business - particularly in relation to high risk materials, which cannot always be avoided in manufacturing.

Of course, the risk landscape will always be subject to constant dynamic changes:

- Technological advancements
- Regulatory changes
- Disruptive events globally and regionally (trade wars, natural disasters, political unrest)

Risk management must adapt and grow in complexity in proportion to the business supply chain, which includes but is not limited to:

- New products introduced and new materials to be sourced
- Manufacturing redistributed geographically
- Alternative materials to be sourced
- High risk materials to be introduced

AI and Big Data driven platforms such as scoutbee are now foundational tools that empower you to build and maintain supply base resilience. The scoutbee platform allows you to manage current and relevant risks through comprehensive real time insights, configured to your risk management needs.

Chapter 2:

Supplier Relationship Management



In order to create and maintain a healthy supplier ecosystem, real time information and continuous benchmarking have become a must. Suppliers are now accepted as long term business partners, and co-innovation and sharing of roadmaps have become part of crucial relationships with core vendors. Procurement teams must be equipped with the technology to continually ensure the most out of a value chain.

DeepSee is an industry agnostic supplier relationship management solution that already successfully supports procurement organizations of all sizes across the globe through best in class AI technology. Using the scoutbee platform, companies are able to expand their supplier portfolio in the defined categories and perform qualitative benchmarking at the same time.

Customer Example 2:

Initial Situation

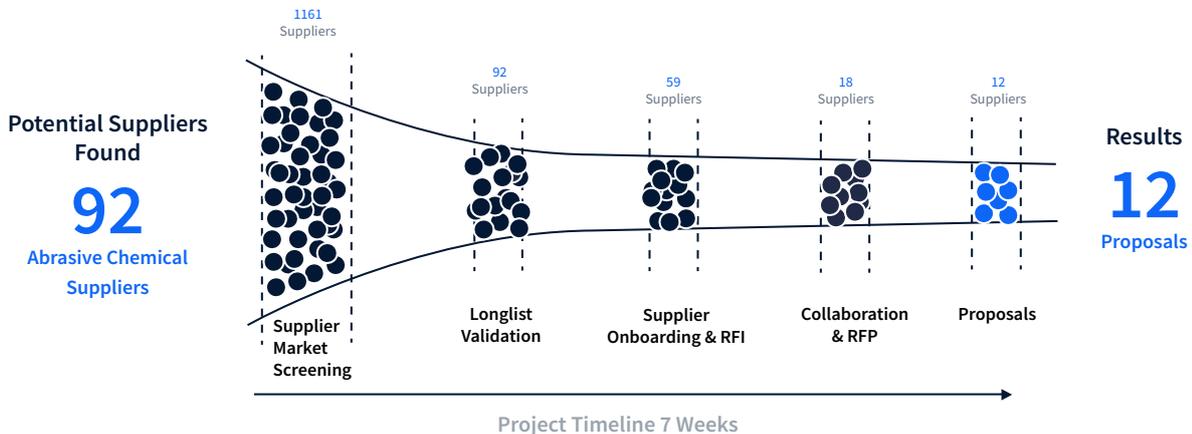
A German chemical company needed to evaluate the supplier market for abrasive chemicals. In order to drive pricing improvements, the company had to check its supplier portfolio constantly, resulting in massive amounts of manual, time consuming SRM-related work. In need of more transparency within the supplier market to benchmark prices in this category and a more efficient way to handle Supplier Relationship Management, the company utilized scoutbee's Supplier Discovery suite.

Objective

The company wanted to expand the supplier portfolio in the defined categories including a qualitative benchmarking. Moreover, the company wanted to validate the potential of scoutbee's artificial intelligence to discover new suppliers.

Result

With scoutbee's AI-powered suite, 92 potential suppliers were identified for abrasive chemicals. The company then prioritized 59 suppliers and invited them to provide more information. 18 suppliers were validated in that process. The company then collaborated with these suppliers using scoutbee's Streamline collaboration capabilities. The procurement team had a comprehensive selection of 12 supplier proposals to choose from. Only 6 weeks had passed from kickoff meeting to proposal.



DeepSee supplier profiles provide Insights across the existing supply base as well as potential new partners you did not know about as you benchmark vendors and scout for alternatives. Particularly in times of unprecedented disruption which cause domino effects across global supply chains, procurement needs to be ready to understand all links of their supply chain in detail. Supplier Relationship Management includes much more than performance monitoring. Transparency is key to a strong foundation for lasting partnerships between businesses and vendors.

DeepSee has been developed by seasoned procurement professionals and is continuously developed further in close collaboration with customers around the world. Advanced features such as Search & Filter in combination with unified analytics based on real time data derived from trustworthy and verified sources enable strategic as well as operational sourcing teams to proactively pivot as needed and identify alternatives as required.

DeepSee supplier profiles are furthermore automatically refreshed, saving procurement teams much time which is usually spent chasing information manually in order to update static systems and spreadsheets.

Want to learn more about DeepSee?

Visit scoutbee.com/product/deepsee to find out how your procurement team can benefit from constantly curated supplier data or contact us.

To find out how scoutbee can help you mitigate risk and enhance your supplier relationship management, visit scoutbee.com