



# Supplier Relationship Management with scoutbee

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 1 - Chemical Company

### 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.

*(See Customer Example 1 infographic on page 2)*

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.

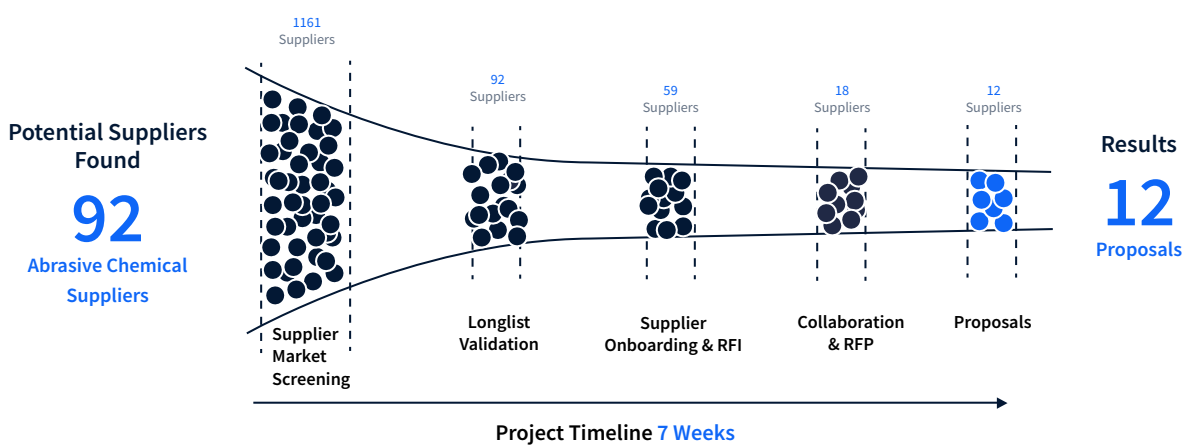
Particularly in times of unprecedented disruption which cause domino effects across global supply chains, procurement needs to be ready to understand all links of their supply chain in detail. Supplier Relationship Management includes much more than performance monitoring. Transparency is key to a strong 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](https://scoutbee.com/product/deepsee) to find out how your procurement team can benefit from constantly curated supplier data or contact us.



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