Digital Scouting

Marktinformationen und innovatives Lieferanten-Scouting mit Hilfe von KI
Intros and Agenda

1) Market Insights durch den Scout-to-Source Prozess
2) Vom Warengruppenmanagement zum Supplier Data Lake
3) Digital Scouting in der Anwendung

Dr. Christian Heinrich
Co-Founder scoutbee GmbH

Moderation:
Judith Richard
Referentin Fachgruppen, BME e.V.
Digital Scouting: From Cost Center to Value Center

- **People**
  - Tactically Focused
  - Digitally Empowered
  - Strategic Mindset

- **Process**
  - Manual Supplier Identification
  - Digitize operative and strategic processes
  - Proactive category management

- **Technology/Data**
  - Data Everywhere
  - Centralized supplier information
  - Supplier & Market Insights

From Cost Center to Innovation Center to Value Center
Herausforderungen im Einkauf

1. Research Information from many different sources
2. Google, Tradeshows & co. are missing deep supplier insights

Complex Scouting Processes

1. Supplier Scouting via email and manage data in Excel
2. Onboard Suppliers via phone & email, single tools in use

Continuous Improvement & Updates

1. No automated learning from previous supplier scouting
2. Get Insights and enrich potential Supplier Portfolio

Possibilities today:
1. ARE SILOED & NOT INTEGRATED
2. MOSTLY MANUAL & NOT COMPLETE
3. TAKE A LONG TIME

Holistic Supplier Information

28.11.19 Smarter Supplier Discovery
The Gap in Strategic Sourcing

Today’s “Source to Pay” process is missing digital scouting.
Umfrage: Welche Prozesse sind bei Ihnen bereits automatisiert?
(Mehrfachnennung möglich)

- Source-To-Contract
- Procure-To-Invoice
- Invoice-To-Pay
- Supplier Management
- Scout-To-Source
Künstliche Intelligenz hilft beim Scouten und Validieren von Lieferanten

1. Collecting & connecting data from multiple sources
2. Deep insights and superior market knowledge
3. Strategic decisions without manual and tedious work
4. Permanent Data Update to maintain competitive edge
5. Industry trends with speed and confidence
Wie funktionierts? Die KI ARTIMIS arbeitet 24/7

Streamline
Your Scouting Machine

DeepSee
Your Market Intelligence
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 work.

Result

**Potential Suppliers Found**

- 1161 Suppliers
- 92 Abrasive Chemical Suppliers

**Supplier Market Screening**

- 92 Suppliers

**Longlist Validation**

- 59 Suppliers

**Supplier Onboarding & RFI**

- 18 Suppliers

**Collaboration & RFP**

- 12 Suppliers

**Project Timeline 6 weeks**

**Results**

- 12 Proposals
Procurement Trend
Innovate supplier and employee experience

“Leadership was looking to procurement to help drive innovation. That’s very different from the cost-cutting mission at so many other companies. Of course, there are expectations around savings and performance, but the real focus is on growth and innovation.”

Emelia Nosser, CPO of Shiseido Americas Group
Supply Chain Brain August 21, 2019
Procurement Trend

Proactive, Strategic Sourcing

“Unfortunately, most category managers are reactionary rather than proactive. There is simply not enough time in the day, and too much of procurement’s work is tactical or low value-added.”

Kelly Barner, 2019
CEO of Buyer’s Meeting Circle
“No company can assume that the suppliers and markets that have served it in the past will continue to do so in the future.”

Now is a good time to consider alternative suppliers and markets, so the risks posed by the shifting dynamics of global trade are at least spread, if not eliminated.”
Umfrage:
Welche Informationen sind beim Lieferanten-Markt-Screening am wichtigsten?

(Bis zu 3 Nennungen möglich)

- Lieferantendaten (Kontakt, E-Mail, Telefon, etc.)
- Referenzkunden des Lieferanten
- News zum Lieferanten
- Qualitätsinformationen z. B. ISO-Zertifikate, IT-Sicherheitszertifikate
- Nachhaltigkeitsinformationen zum Lieferanten
Smarter Supplier Discovery
Exzellenz in Innovation - Return on scoutbee: 50%+ new potentials
Successful Scouting in the Aviation Industry

Business Case
Find new suppliers which can design and manufacture fixed Emergency Local Transmitter (ELT) with specific functionality for cabin interiors.

1. Scouting for worldwide solutions
2. Lean digital process
3. Trends and Markets insights

Results
Deeper Supplier & Market Insights:
✓ 50% more new potential suppliers
✓ Meeting the high-quality requirements
✓ Market knowledge increased

Higher Process Efficiency
✓ 5 weeks with accumulated time spent by purchaser of maximum 6 hours.

Increased Industry Knowledge
✓ Key data about supplier screening, sourcing process and competitive advantages
Innovation und Effizienz – Return on scoutbee: **68% Savings / 3x Faster**

Automotive Success Story: Change of production methodology during scouting process

**See**
- Identified **329 suppliers** with scoutbee
- vs **38 without**

**Perform**
- Completed the source process in **7 weeks** vs **21 weeks**

**Profit**
- **68% savings** with **10m+ cost reduction planned**
Q&A
Let’s scout your opportunities for 2020!