

## PRESS RELEASE

### **scoutbee and Proudfoot partner to help companies digitize and accelerate their transformation into world-class procurement**

- scoutbee's AI platform transforms supplier data collection, stronger supply chain decisions and efficient collaboration.
- Proudfoot's sustainable change model enables organizations to create maximum business value by focusing on cash, cost and growth opportunities throughout the value chain while engaging people, at all levels, to achieve hard, measurable, and financial results.
- Worldwide partnership targets companies in engineering, automotive & assembly, manufacturing, healthcare, energy & utilities, natural resources, chemicals, and pharma.

**BERLIN – 15 July 2020** – scoutbee Inc. (<https://scoutbee.com>), the AI-driven supplier discovery platform, today launched a new partnership with Proudfoot (<https://proudfoot.com>), the world's leading operational management consulting firm, in a combined initiative aimed at driving digital transformation for companies tackling procurement and supply chain challenges. Together the two companies will combine strategic advice and support with scoutbee's solutions to address complex procurement challenges.

Proudfoot (<https://proudfoot.com>) are specialists in the design and implementation of operational and digital transformation. For almost 8 decades, the company has enhanced organizations across a range of industries worldwide through a focus on people and operational and digital transformation. To date, Proudfoot has worked with more than one million leaders and delivered over 30,000 client assessments.

External sourcing is a vitally important business process - often the largest expense category for companies – on average 43% of total costs ([Bain & Company](#)). scoutbee's collaboration with Proudfoot comes at an opportune time for many organizations now seeking with urgency to reassess, diversify and strengthen their supply chains for the future.

For example, given the context of recent COVID-19 supply chain disruptions, most companies will explore alternatives for shortening their supply chains and reshoring, especially as production cost differentials between higher income and lower income countries have often narrowed. Moving forward, organizations will pay increasing attention to second sourcing and options for domestic supply chains.

**Gregor Stühler, Co-founder and Managing Director of scoutbee**, said, "We are excited to launch a strong and productive partnership with Proudfoot that will benefit many organizations. For too many, supplier discovery and onboarding as a process remains under analyzed and

under digitized. We see from our customers' results that the top line impacts of scoutbee can be remarkable - not only spanning cost reduction and efficiencies, but also risk mitigation, time to market, product innovation and sustainability gains”.

**Pamela Hackett, CEO at Proudfoot**, added, “For 8 decades, we have worked with procurement leaders and their teams to become a critical driver of value to their businesses. This partnership with scoutbee reinforces the Proudfoot belief that ‘great things happen at the intersection of people and technology’. Lasting competitive advantage comes from the ability of people to apply technology to create greater and new business value. Today, as organizations accelerate their digital transformations, and as the COVID-19 pandemic has tested the supply chain resilience of companies across the globe, putting pressure on procurement and prioritizing the need to repatriate sourcing, this is more relevant than ever; balancing digital and operational solutions to maximize value. Humanize. Optimize. Digitize. A roadmap to release cash at speed, reduce costs and grow. The Proudfoot and scoutbee alliance enables this for our clients; I couldn't be more excited”.

scoutbee's AI offers a unique capability for rapid global supplier discovery. Traditional manual practices of using databases and online searches in a vacuum often means procurement teams have low visibility over what proportion of suppliers they know about, and the suppliers' level of quality or experience. scoutbee uses advanced algorithms to bring together 360degree supplier data with deep insights and an efficient, digital RFP process for strategic sourcing - all within the platform.

Proudfoot is a global expert in business and operations improvement. The hands-on Proudfoot methodology integrates a unique know-how in digital and operations transformation to provide proven solutions, innovative insights and lasting positive change for clients. Proudfoot delivers measurable, guaranteed results and brings certainty to leaders in the execution of business plans and strategies, engaging teams in improving the organization's total ecosystem; the operating models, business processes, management practices and digital tools that create greater value. A Proudfoot engagement builds capability, changing behaviours to ensure sustainable results. By doing so, Proudfoot and their clients mitigate the risk associated with transformation and ensure the realization of tangible, operational and P&L benefits, while changing cultures for the better.

Headquartered in Germany and Washington D.C., scoutbee's smart procurement technology is utilized by multinationals including Audi, Airbus, Siemens and Bosch, as well as 140+ other companies worldwide, to deliver them more confident strategic sourcing and purchasing decisions. Proudfoot's headquarters are in London and Atlanta; it has supported global leaders in an array of industries, from Mining, Oil & Gas, Agriculture, Manufacturing, Chemicals, Transportation and Logistics, and many more. Some of Proudfoot's clients include Rio Tinto, Glencore, TDK, General Electric, Unilever, Johnson & Johnson, Airbus, BAE Systems, among thousands of other mid-large cap companies.

For full details on the scoutbee and Proudfoot collaboration, please visit <https://proudfoot.com/procurement-and-digital-sourcing/>

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### **About Proudfoot**

Proudfoot is the world's leading operational management consulting firm and is obsessed with delivering value to clients. We specialize in operational and digital transformation programs. Uniquely, we do this by building capability in your people and engaging them to deliver measurable results. We see consulting as an investment not a cost. With 30,000+ implementation and improvement projects under our belt, we are fanatical with delivering tangible results. Our scorecard shows a minimum return on investment of 400% (avg.) in the first year of a client engagement. We work with clients to implement strategy, achieve improvement objectives and change behaviors. Founded by Alexander Proudfoot in 1946, we work with mid and large cap organizations across industry sectors at the frontline. More details at <https://proudfoot.com>

### **About scoutbee**

scoutbee's mission is to help the right purchasers and the right suppliers connect, anywhere in the world. scoutbee delivers procurement teams a smarter supplier discovery suite. Powered by AI and continuously curated data, scoutbee tracks millions of data points to bring together supplier information with deep insights and a simple, digital process for strategic sourcing. Founded in 2015 by procurement, operations and engineering experts, scoutbee offers its strategic sourcing solution in Europe and in the US. The company was named one of Gartner's 2020 "Cool Vendors" in Sourcing and Procurement for Supply Chain, and was "Highly Commended" for technology at the World Procurement Awards 2019. scoutbee has to date raised \$76M in funding from investors including Atomico, Lakestar, Next47, Toba Capital, HV Holtzbrinck Ventures and 42CAP. More details at <https://scoutbee.com>