

How the world market leader for valve, process, and control technology got feedback from 8 interested previously unknown suppliers by using scoutbee

91

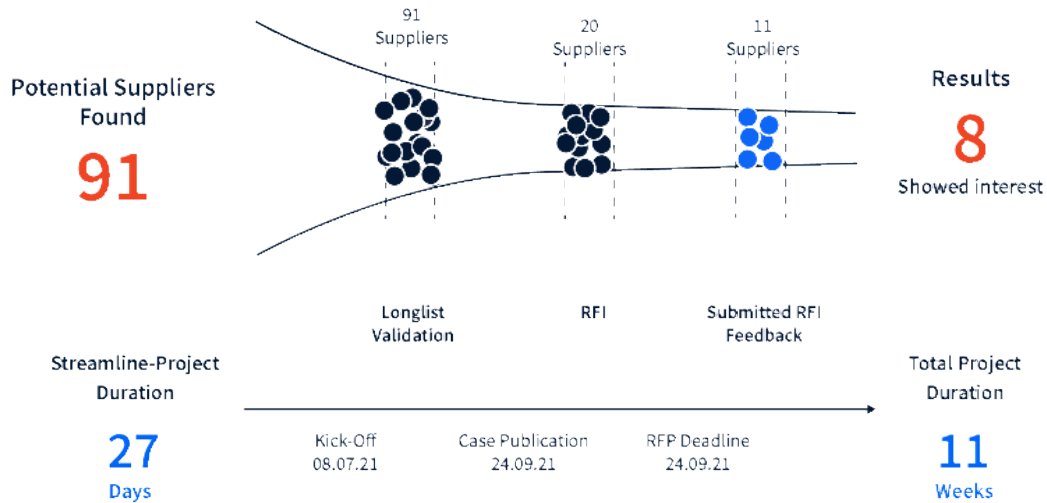
New Suppliers



Days to generate Longlist

8

Suppliers showed interest



INITIAL SITUATION

- No second supplier for the part so far
- Limited suppliers in the market due to high standards

CHALLENGES

- Very high technical requirements - high - end product

OBJECTIVES

- To find one new, suitable supplier
- Development of 2nd source inside Europe
- Reduce risk and dependency on the current supplier
- To get a good market overview

SOLUTION

- Only 1 day for the first response
- Only 7 days for the longlist
- 91 new suppliers discovered from 15+ countries (longlist)
- 20 suppliers were selected for the RFI
- 11 suppliers submitted feedback
- 8 suppliers showed interest