

How Linde Engineering found new suppliers for steam boilers in just three weeks, shortening time to market through faster supplier selection

85%

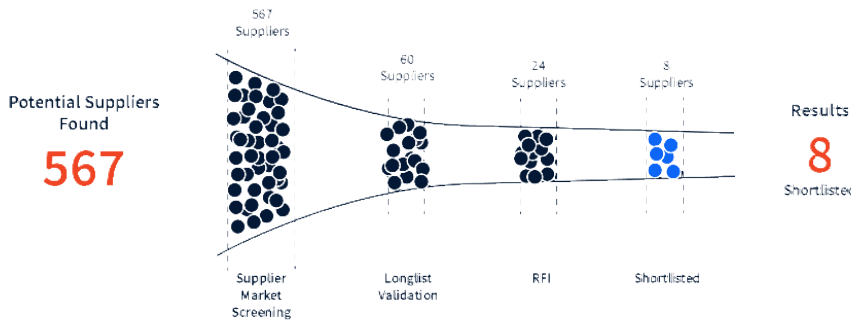
Reduction in work hours



Weeks project duration

80%

More suppliers



“What used to take months, takes weeks now, and the results are very impressive.”

– Thomas Daffner, Procurement Head Static at Linde Engineering

COMPANY PROFILE

- Linde Engineering - part of Linde plc, is the world’s largest industrial gas company by market share, as well as revenue
- Global leader in the production, processing, storage and distribution of hydrogen
- Largest liquid hydrogen capacity and distribution system in the world
- Over 180 hydrogen fueling stations and 80 hydrogen electrolysis plants worldwide

INITIAL SITUATION

- Linde in-house team sought new ways to increase the depth of supplier search
- Obscurity in a complex, rapidly changing supply market
- Serious time constraints: Linde Engineering needed a trustworthy and innovative supplier in just a few weeks due to tendering deadlines for an external project

- Supplier markets can’t be standardized
- Questioning the ability of traditional suppliers to offer the steam boiler for a competitive price
- Due to a tight schedule effective onboarding of new suppliers needed

OBJECTIVES

- Linde requires a diverse range of product specs and certifications for local markets
- Challenge to find new suppliers for a specific steam boiler
- Optimize cost/time efficiencies
- Components need to meet high-quality standards

SOLUTION

- Linde used scoutbee’ to gain deeper insights into new possibilities.
- Within 7 days, scoutbee found 567 suppliers
- 60 potential suppliers on the Longlist
- 24 suppliers for RFI pre-qualified (after 10 days)
- 8 suppliers on the shortlist (after 4 days)
- Entire scouting case was completed within 21 days