

How Kärcher was able to benchmark its supplier portfolio in 32 days

14,8

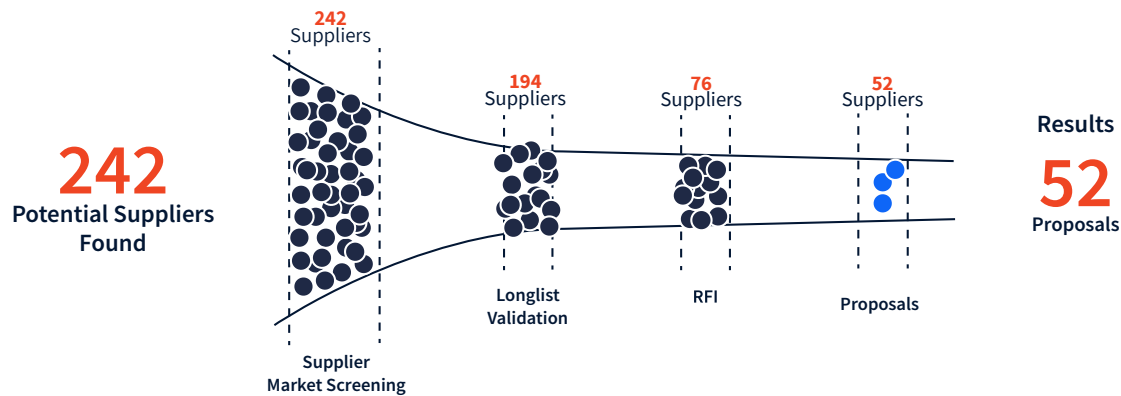
million euro
sourcing volume in
category

52

proposals from new
suppliers



days duration



INITIAL SITUATION

- In early 2020, Kärcher ought to transform their procurement processes.
- They wanted to look into ways to digitize manual supplier search.
- Kärcher wanted to see how much faster scoutbee could identify suppliers for different products and looked for suppliers able to deliver over 1300 different parts.

OBJECTIVES

- Make procurement more strategic
- Evaluate possible time and cost savings that would come through effortless scouting of global suppliers
- Benchmark the company's portfolio
- Get a transparent and reliable overview of their supply chains and competitiveness

SOLUTION

- After only a few days, scoutbee provided a longlist of 242 suppliers that catered to Kärcher's needs
- Kärcher pre-qualified these suppliers
- 194 were invited to provide RFI feedback
- 76 of which were later shortlisted
- In total, Kärcher received 52 proposals for the requested injection molding parts in just 32 days