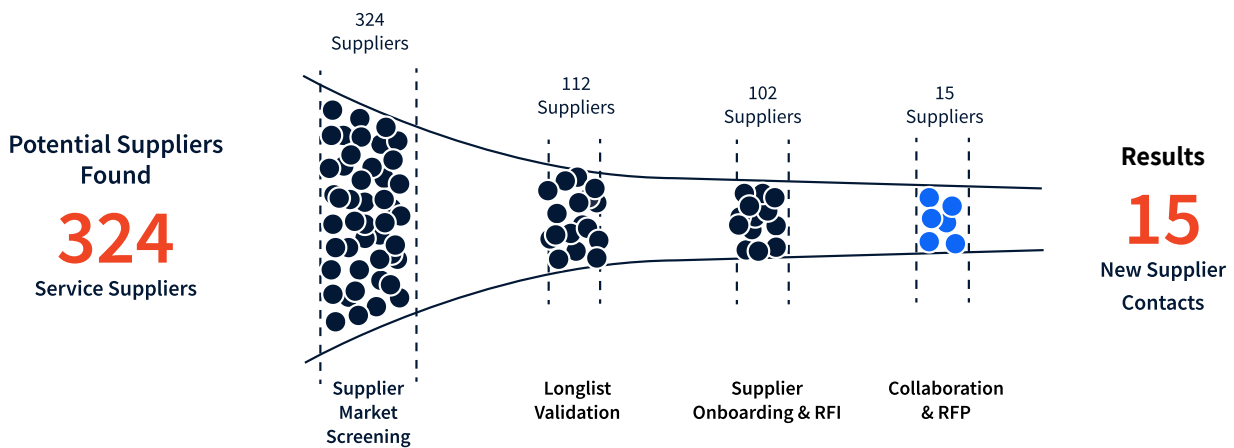


Services scouting for assembly and maintenance work for voltage lines



COMPANY PROFILE

- The largest distribution grid operator in the EnBW Group
- It operates the distribution grid for electricity and gas in large parts of Baden-Württemberg.

INITIAL SITUATION

- Search for long-term partners to deliver assembly and maintenance work on high and medium voltage lines
- Technical planning shall be carried out by Netze BW
- Recruit such partners to build up a sales force of subcontractors in order to expand its services for customers Germany-wide, with several partners in certain areas

OBJECTIVES

- The company asked scoutbee to find providers for services
- Identify companies in Germany, Switzerland, Austria and France with 30+ employees capable of maintenance work on high voltage systems in Germany.

- Challenging market: Client was facing a seller's market (few large companies dominate and few service providers with capacity)
- Only a few small subcontractors were known, many too small to fit the client's strategy
- Search for medium voltage experienced suppliers in order to develop these on to high voltage systems
- Must be managed in German and have full German jurisdiction

SOLUTION

- 324 potential service suppliers identified
- After seven days, 112 relevant suppliers identified for the Longlist.
- 102 new unknown suppliers were onboarded and listed for an RFI
- The response rate was 71%.
- It took only five days for the first RFI feedback.
- Within 35 days, 15 new optimal supplier contacts from previously unknown suppliers.
- Only eleven hours of human resource time.