

How scoutbee helped Siemens Smart Infrastructure Procurement Team for Building Products and Digital Grids to find new innovative suppliers

60%

positive feedback from suppliers

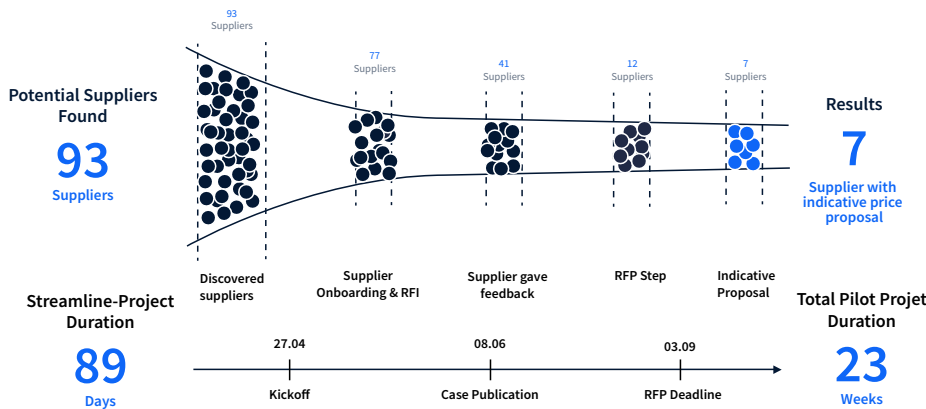
Up to

50%

more competitive than existing parts

90%

saved personal resources and time



“Scouting with scoutbee’s Streamline has saved 90% of time resources. Thanks to the support of the AI-based tool, we were able to focus on relevant topics within the project and the daily business as well.”

Florian Kälin, Global Category Manager Electronics

INITIAL SITUATION

- Currently 3 known suppliers in this field
- Client is looking for new technologies and suppliers in the field of Electronics for Building Services

CHALLENGES

- The biggest challenge is to know and see where this technology is moving in the future

OBJECTIVES

- Identify new suppliers with potentially innovative solutions

RESULTS

- After 1 week a Longlist with over 90 potential suppliers
- About 65 suppliers were interested in the project
- Many new innovative solutions were shown
- The tool analyzed more than 10,000 results globally
- Received 7 price proposals (50% competitive)
- 11 new potential suppliers (previously unknown to procurement team)
- 4 potential new suppliers in the area of silicon membrane
- Up to 50% cheaper than existing parts
- Potential 2nd source suppliers
- Savings up to 10 – 20%
- Innovative solutions