



Smarter Supplier Discovery

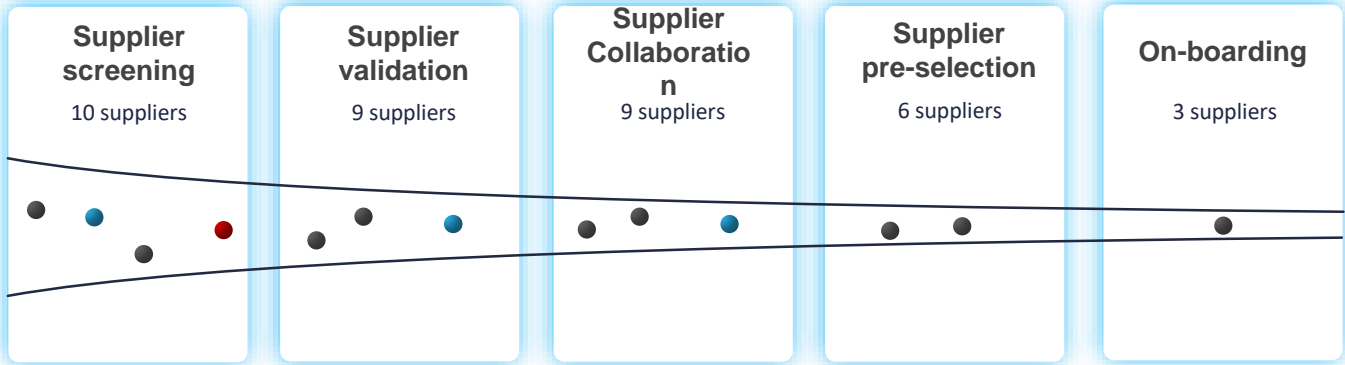


scoutbee

How do we do it?

scoutbee *STREAMLINE*: traditional scouting vs. scoutbee scouting

Traditional

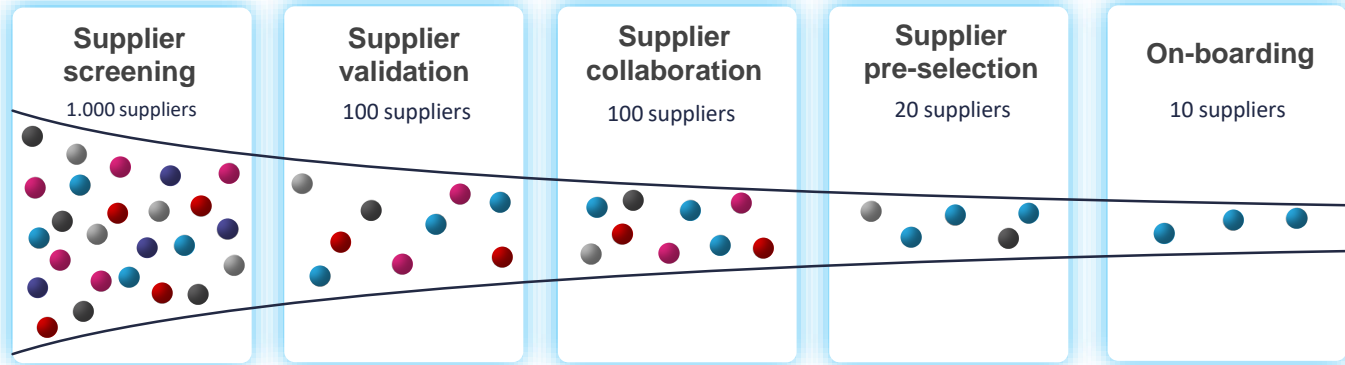


100-150 hours

approx.
24 weeks

- No match
- Good Match
- Perfect Match

scoutbee
Smarter
Supplier
Discovery



12 hours

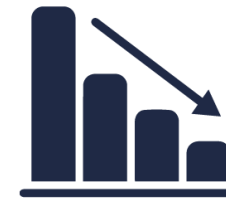
approx.
6 weeks

WHY: scout new suppliers?

Effective and efficient strategic sourcing drives innovation

- **Drive Innovation:** no suppliers to meet new demand
- **Economic:** generate impactful cost savings
- **2nd Supplier:** backup supplier
- **Innovation:** no known supplier to meet demand
- **Capacity:** existing supplier is at maximum capacity
- **Quality:** quality issues with current supplier
- **Emergency:** risk mitigation, unexpected events
- **Consolidation:** gain deep insights into existing supplier database
- **New locations:** source in the new markets / regions

Main Topics



Cost Reduction



Risk Management



New products/services/
new market expansion

CASE STUDY

Automotive

Customer: Audi AG

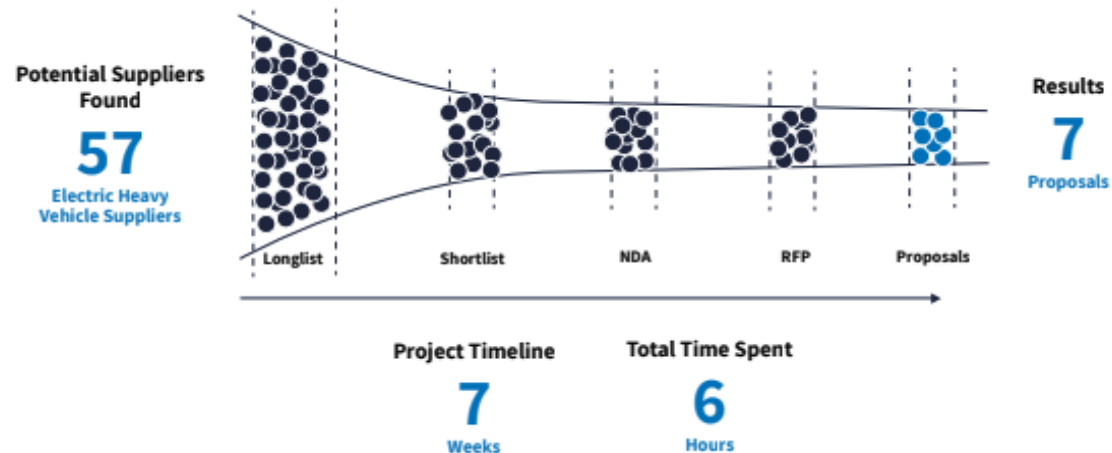
Challenge: strategic move to switch from diesel-driven industrial towing vehicles to more eco-friendly solutions enforced company to search for new suppliers

Solution: use automated scouting approach powered by AI to screen niche supplier market, identify relevant vendors and thus shorten the lengthy procurement process

Results: with scoutbee, Audi AG used artificial intelligence to their advantage, screening 180 times more suppliers 75% faster



Kathrin Schwinghammer, Project Manager AUDI AG



“ scoutbee massively simplified our global sourcing processes by providing an AI-driven supplier discovery suite. In only a couple of weeks, the team has managed to scout numerous suppliers that cater to our needs – it’s fast, efficient and reliable ”



scoutbee



What can we scout for you?



Michael Bauer

Michael.Bauer@scoutbee.co

m +49 (0)151 - 67 33 7907

AIRBUS



Audi



Rexroth
Bosch Group