

Digital Supplier Scouting

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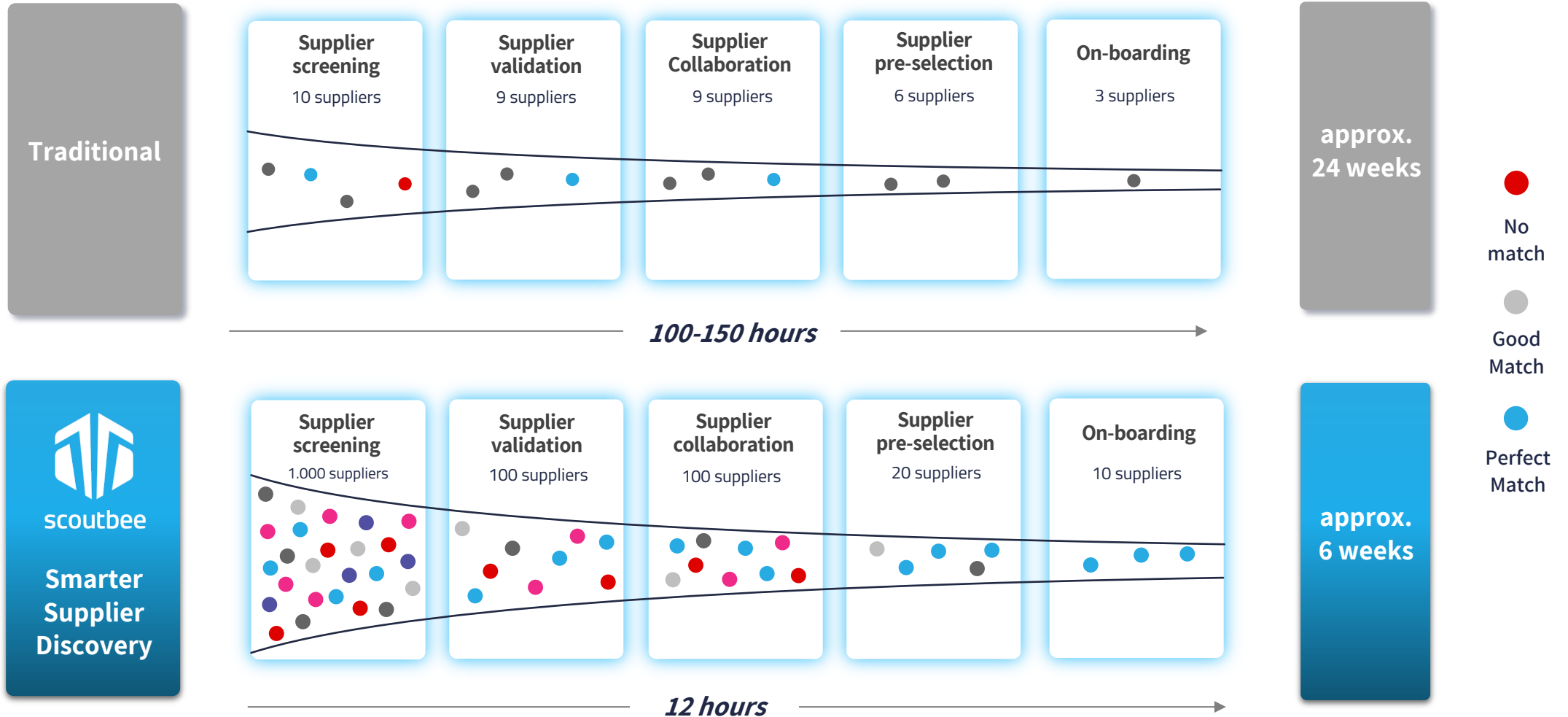
Co-founder, scoutbee



scoutbee

Digital scouting: What are your gains?

scoutbee **STREAMLINE**: traditional scouting vs. scoutbee scouting



Why scout new suppliers?

Effective and efficient strategic sourcing drives innovation

- **New locations:** source in the new markets / regions
- **Economic:** generate impactful cost savings
- **Project:** (strategic) project-driven demand

- **Drive Innovation:** no suppliers to meet new demand / new technology
- **Exceeded Capacity:** existing supplier is at maximum capacity
- **Quality:** quality issues with a current supplier
- **2nd Supplier / Multi Suppliers:** find backup suppliers

- **Emergency:** risk mitigation, unexpected events
- **Consolidation:** gain deep insights into existing supplier database
- **Benchmarking:** compare existing and potential suppliers

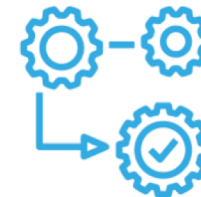
Discover



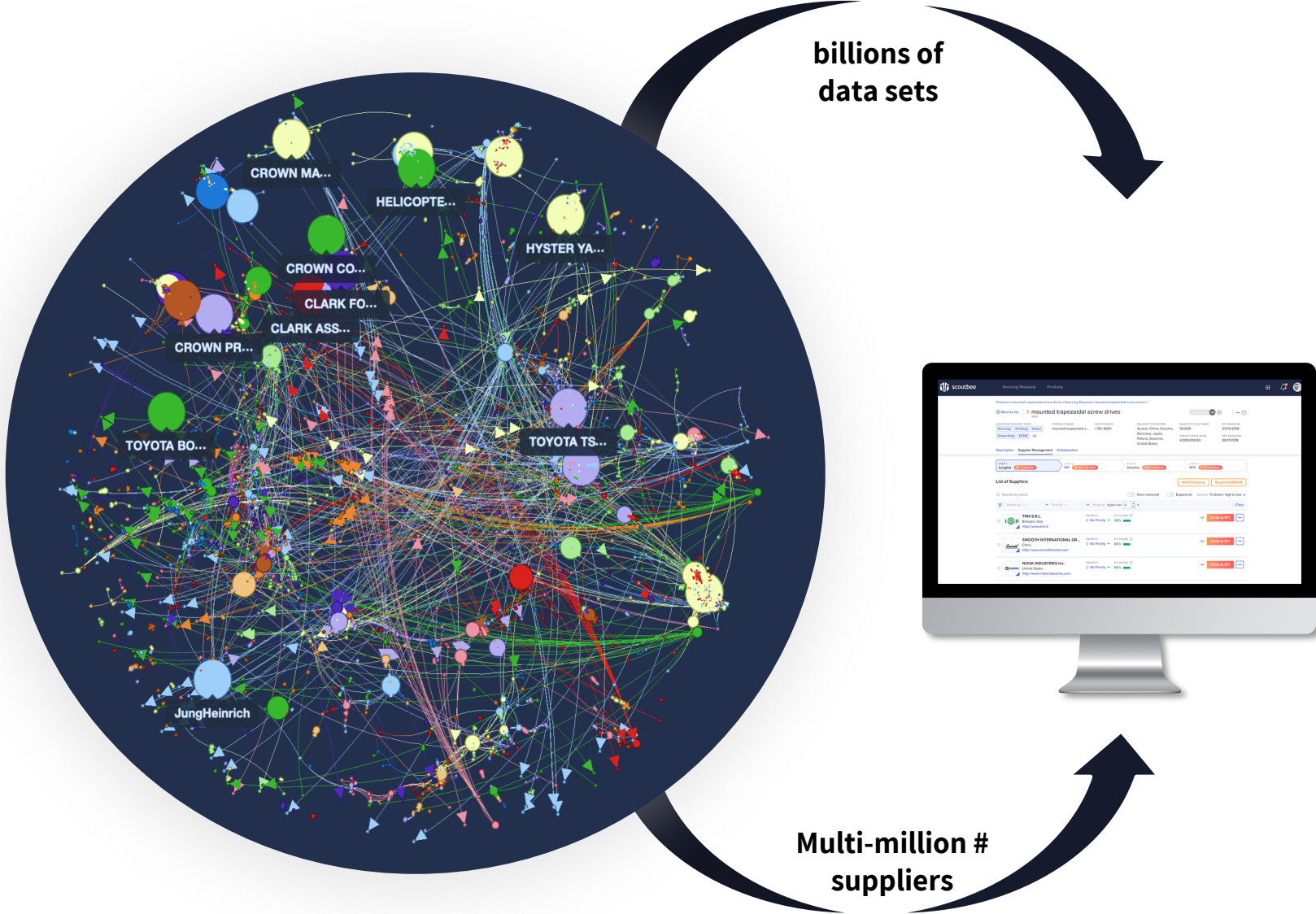
Search



Analyze



Scouting, validating and improving the global supplier base



1 Collecting & connecting data from multiple sources



2 Deep insights and superior market knowledge



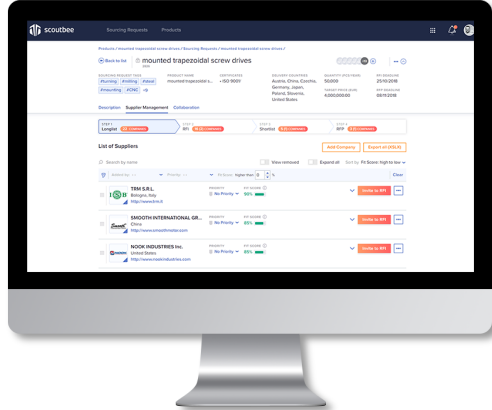
3 Strategic decisions without manual and tedious work



4 Permanent Data Update to maintain competitive edge



5 Industry trends with speed and confidence



How do we do it?

Faster supplier scouting made simple

Digitize the Tedious

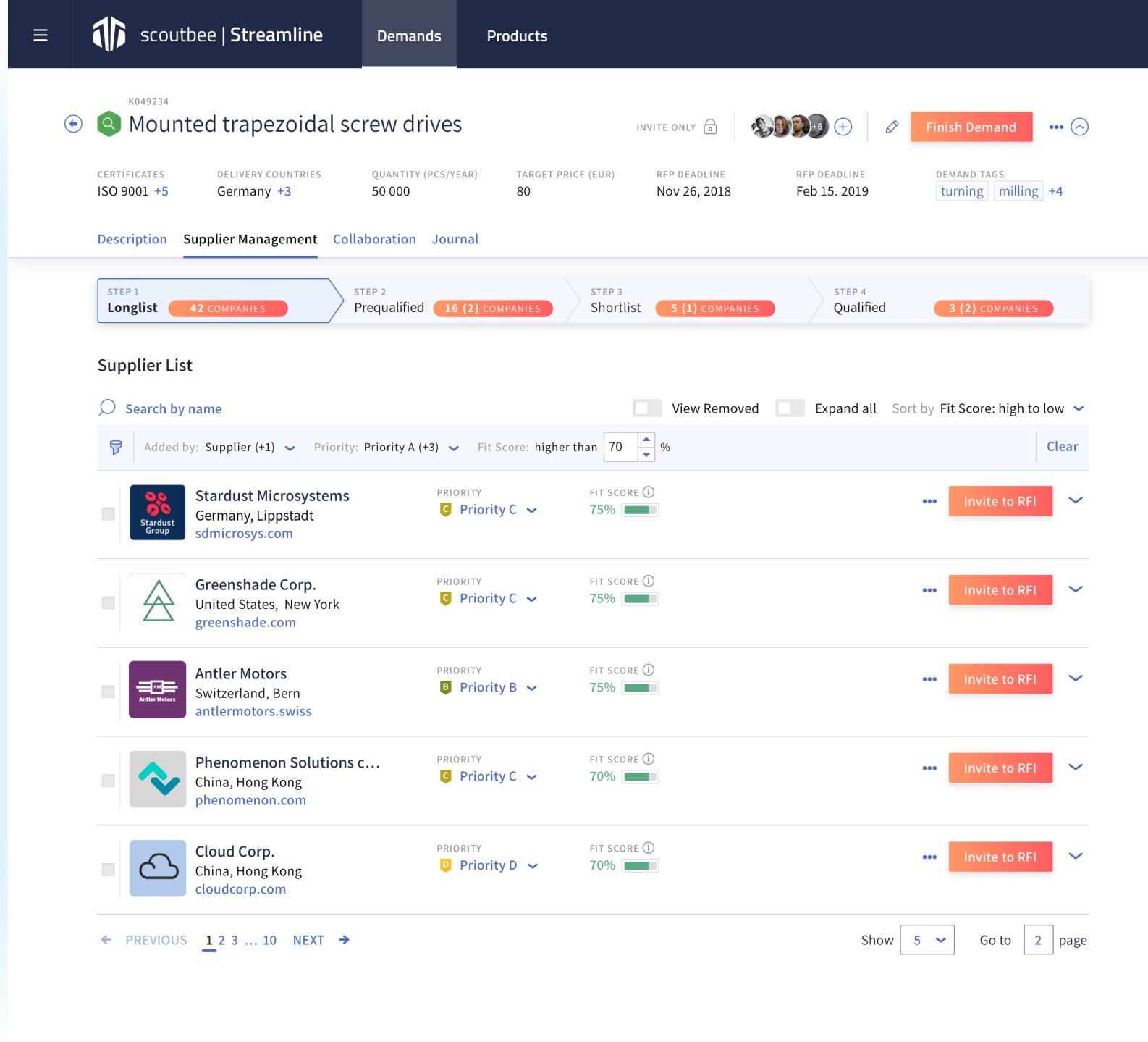
Define your scouting needs in no time and cast a wide net of potential suppliers to have the broadest view of the market.

Rethink Supplier Onboarding

No more manual work. Use Streamline's onboarding process to ensure that the best suppliers are participating in your RFX process.

Collaborate closely

No more time-consuming email-management. Validate suppliers, exchange documents and collaborate with vendors directly on Streamline.



The screenshot shows the Streamline RFX interface for a demand titled "Mounted trapezoidal screw drives" (ID: K049234). The interface is divided into several sections:

- Header:** Includes navigation tabs for "Demands" and "Products", and a "Finish Demand" button.
- Summary:** Displays key details such as "CERTIFICATES: ISO 9001 +5", "DELIVERY COUNTRIES: Germany +3", "QUANTITY (PCS/YEAR): 50 000", "TARGET PRICE (EUR): 80", "RFP DEADLINE: Nov 26, 2018", and "RFP DEADLINE: Feb 15, 2019". It also shows demand tags for "turning" and "milling".
- Progress:** A horizontal bar indicates the progress through four steps:
 - STEP 1 Longlist: 42 COMPANIES
 - STEP 2 Prequalified: 16 (2) COMPANIES
 - STEP 3 Shortlist: 5 (1) COMPANIES
 - STEP 4 Qualified: 3 (2) COMPANIES
- Supplier List:** A table of suppliers with filters and sorting options.

Supplier	Priority	Fit Score	Action
Stardust Microsystems Germany, Lippstadt sdmicrosys.com	Priority C	75%	Invite to RFI
Greenshade Corp. United States, New York greenshade.com	Priority C	75%	Invite to RFI
Antler Motors Switzerland, Bern antlermotors.swiss	Priority B	75%	Invite to RFI
Phenomenon Solutions c... China, Hong Kong phenomenon.com	Priority C	70%	Invite to RFI
Cloud Corp. China, Hong Kong cloudcorp.com	Priority D	70%	Invite to RFI
- Footer:** Includes pagination controls showing "1 2 3 ... 10" and "Show 5" items per page.



How do we do it?

Faster supplier scouting made simple

Understand your business partners

Diversify your suppliers by quickly accessing information to understand minority-owned, female-led or veteran-managed businesses.

Stay in Control

Stay ahead of changes in your supply base by utilizing detailed external information for a holistic view. The more you know, the faster you can react.

Gain a true competitive edge

Improve overall organizational effectiveness and increase employee engagement by addressing the gap in your digital procurement roadmap.

The screenshot displays the Scout24 Scoutbee interface. At the top, navigation elements include the Scoutbee logo, 'DeepSee', 'Supplier Search', and a search bar containing 'Microsystems' with 12 matches found. A sidebar on the left lists various companies under the heading 'COMPANIES', including Stardust Microsystems (Germany, Lippstadt), Greenshade Corp. (United States, New York), Antler Motors (Switzerland, Bern), Phenomenon Solutions c... (China, Hong Kong), Cloud Corp. (China, Hong Kong), Spirit Microsystems (Sweden, Stockholm), Solid Electronics (Sweden, Oslo), Etona Energy (France, Paris), Olpax Incorporated (United States, Washington), Orco Battery USA (United States, Boston), Axell Corp. (United States, Seattle), and Dynamico Powersource In... (India, Kolkata).

The main content area features the profile for Stardust Microsystems. It includes the company logo, name, and address: Kraftfahrstraße 71, 59543 Lippstadt, Germany. Key statistics are shown: Awards 10, Employees 10k+, and Yearly Revenue \$ 7,06 billion. Navigation tabs for 'INTERNAL', 'EXTERNAL', and 'STREAMLINE' are present.

The 'Company Info' section provides a detailed description: 'Stardust Microsystems is a global, family-owned company listed on the stock exchange that employs roughly 39,000 members of staff at over 125 locations in some 35 countries. The STMS Group develops and manufactures lighting and electronic components as well as systems and, as a technology leader, is an important partner of the automotive industry and the aftermarket for more than one hundred years. In the Special Applications segment, Stardust Microsystems furthermore develops products for specialist vehicles. Additionally, Stardust Microsystems works together with furt...'. A 'Show more' link is available.

The 'Company Contacts' section lists: Germany, 59543, Lippstadt, Kraftfahrstraße 71. Contact details include: PHONE +41 2735 371, FAX +40 2734 3715 28, WEBSITE www.sdmicrosys.com, and CORPORATE EMAIL info@sdmicrosys.com.

The 'Contact Person' section features a profile for Yahiro Ayuko, with email gengxin@sdmicrosys.com and phone number +43 2835 43-6579.

The 'Certificates' section shows 15 certificates in total, with three highlighted: ISO 9001, ISO/IEC 17025, and ISO/TS 16949:2009. Each certificate has a brief description and navigation arrows.

The 'Financial & Economic Information' section, powered by Dun & Bradstreet, displays: Stardust Microsystems, DUNS NUMBER 15-048-3782, CONSOLIDATED EMPLOYEES 13 123, YEARLY REVENUE \$7,060,000,000.00, and ENTITY TYPE Parent/Headquarters. It also includes tabs for General, Financial, Company Type, Industry Codes, and Risk Report.

Below this, a summary row shows: LEGAL ENTITIES 2324, CONSOLIDATED EMPLOYEES 13 123, ACTIVITY Active, ALTERNATE NAME Stardust Microsystems, REGISTRATION NUMBER 27-324-1456, and PRESIDENT Dr. Rolf Br....

The 'Website Fulltext Search' section at the bottom allows searching through up to 1000 web-pages of the company. The search term '3D laser welding' has yielded 3213 matches. Results are categorized into Technologies (28 matches), 3D Laser Welding (23 matches), Jobs (17 matches), and About.

Corona Scouting Example Case

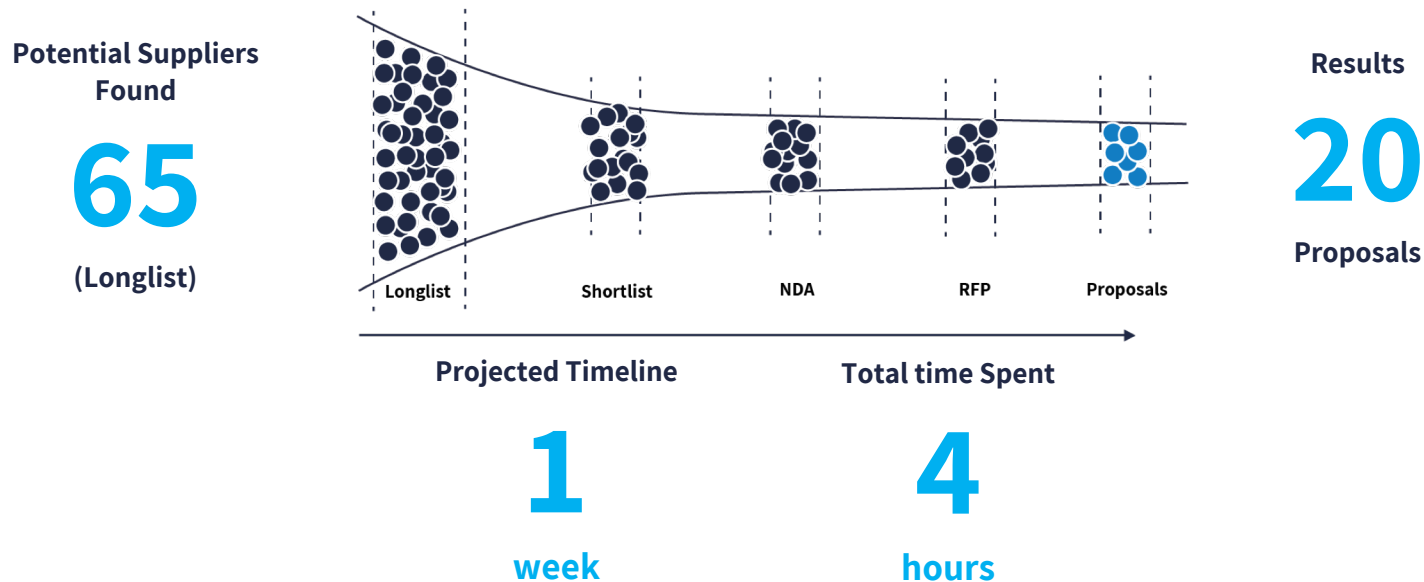
Emergency Sourcing Case during the recent Coronavirus outbreak

Customer: public body (National Government)

Challenge: emergency search for vendors producing critical items such as protection suits and masks during the recent Covid-19 outbreak.

Solution: using automated scouting approach powered by AI we helped to screen disrupted supplier market, identify relevant vendors and significantly speed up the lengthy procurement process in the times of a global crisis.

Results: with scoutbee customer identified over 65 initial suppliers (Long List) and selected 20 proposals. All within 1 week.



Who is using scoutbee already?

Trusted by industry-leading companies to bring them Smarter Supplier Discovery



"scoutbee massively simplifies our global sourcing processes – fast, efficient and reliable."

Kathrin Schwinghammer,
Project Manager for Digital Supplier Scouting



AIRBUS

"I enjoyed supplier scouting for the first time ever."

Paulina Lejman,
Project Manager



AIRBUS

Rexroth
Bosch Group

SIEMENS

HEIDELBERG



Thanks for your attention - Stay healthy!



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