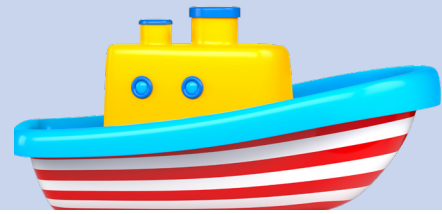


# Ferry operator sails to a powerful procurement solution



## Scandlines



### A powerful procurement solution

Scandlines chose Unit4 Source-to-Contract by Scanmarket (S2C) to digitally transform its procurement process. S2C is an integrated platform that offers control over spend and the ability to quickly make data-driven decisions while maintaining compliance.

With the Unit4 eRFx by Scanmarket (eRFx) tool, the design, distribution, collection, and analysis of RFIs, RFPs, and RFQs are consolidated in one automated platform that boosts efficiency and allows sharing of data across the organization.

Unit4 eAuction by Scanmarket (eAuction) is a procurement tool that uses web-based software to allow potential suppliers to compete online, in real-time, to give prices for goods or services.

eAuctions are used to obtain the best value on products and services across a variety of categories, helping procurement professionals negotiate with more suppliers and eliminating the need for time-consuming one-on-one discussions. Much more efficient than traditional negotiations, eAuctions deliver process transparency and reduce the final price due to increased supplier competition.

Unit4 Supplier Risk & Performance Management by Scanmarket (SRPM) helps automate the onboarding of suppliers, mitigates risk, and keeps the supply base up to date.

### Away with the “old way” — a new approach to sourcing

Scandlines runs two ferry routes between Denmark and Germany with high capacity and frequency as well as with a green vision for the future. For a while, Scandlines had felt the need for new ways to carry out their sourcing activities, as the ‘old way’ wasn’t efficient enough. In the past, they had experienced delays, poor levels of competition, as well as low transparency and difficulties in processing and understanding data. Also, projects were not aligned or visible to senior management.

### Solution: Maximize your output with eSourcing

To address this situation, Scandlines put in place a new process called eSource, consisting of both the [S2C] platform as well as new processes. The key components of eSource include:

#### Industry

Transportation

#### Location

Headquarters: Copenhagen, Denmark

#### Size

Approx. 1,500 employees

#### Product

Unit4 Source-to-Contract by Scanmarket (S2C)

### Challenges

Scandlines had felt the need for new ways to carry out their sourcing activities, as the ‘old way’ wasn’t efficient enough. In the past, they had experienced delays, poor levels of competition, as well as low transparency and difficulties in processing and understanding data. Also, projects were not aligned or visible to senior management.

### Key metrics

100%

TRANSPARENCY

From project idea stage to completion



SAVINGS

Higher average in savings per tender/event using S2C

**“[S2C] has provided Scandlines with a platform on which we can build Sourcing 2.0. By increasing transparency, cost efficiency, and stakeholder satisfaction, we are digitizing sourcing processes and thereby maximizing output from each sourcing event.”**

**Andreas Fries Jørgensen**

Category Task Manager, Scandlines

- [S2C] Project Management to manage workspaces and plans
- [S2C SRPM] to manage supplier on-boarding and management
- [S2C] eRFx and eAuction applications for all tender activity across all categories
- Strong executive support
- Full training for team plus support from [S2C]

To get started, Scandlines selected ten events on categories such as IT, Services, and HR. These events were managed through [S2C] Project Management and facilitated by [S2C] consultants. In the words of one Scandlines participant, “We only brought along the vendors and the product!”

These events were run as a mix of eRFIs, eRFPs, and eAuctions in order to get broad experience with the new process and technology. Senior management could see the real-time status through the Project Management module. In addition, different sourcing teams could align their efforts through Project Management to take advantage of collaboration opportunities.

The new process represented a fundamental shift in how sourcing was done at Scandlines and away from the way things had been done before.

### **Benefit: 100% transparency with [S2C] modules**

Today, all new projects are executed and maintained through the [S2C]

platform. All new projects are added to the Project Management tool along with things like Project Manager, start and completion dates, addressable spend, notes, stakeholders, tasks, attachments, etc. – and managed throughout the project cycle time, meaning everyone can follow completion rate, next step, savings, etc. By combining this process with the eRFx and eAuction tools, Scandlines ensures 100% transparency from the project idea stage, through negotiation, and all the way to completion.

### **Results**

This has led to an increasing number of projects with multiple benefits:

- Smooth, easy, and efficient execution of projects
- Clean data and easy contract award

- Better overview, reporting, and measurement
- High stakeholder and management transparency
- Excellent knowledge retention
- Re-use of tender material and auction templates
- On top of this, Scandlines has experienced a higher average in savings per tender/event run through the [S2C] platform

“[S2C] has provided Scandlines with a platform on which we can build Sourcing 2.0. By increasing transparency, cost efficiency, and stakeholder satisfaction, we are digitizing sourcing processes and thereby maximizing output from each sourcing event,” says Andreas Fries Jørgensen, Category Task Manager, Scandlines.

