

### Company Highlights

A major global integrated energy company operating in the oil, gas, and petrochemical sectors. The organization consists of over 30 companies across various divisions, with JAGGAER utilized by nine key subsidiaries under corporate management.

### Estimated increase of +40% supplier engagement in various phases:

- 11,748 Qualifications
- ~45 % qualified
- 9000+ suppliers impacted by Last log in approach
- 2000 + Vendors never logged in - deactivated
- 30% compliance increase in suppliers data
- 3 performance evaluation templates
- 53 KPIs

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# Optimizing Supplier Engagements for Process Efficiencies

## Business Challenge

Low supplier engagement, with fewer bids received compared to the number of invited suppliers. Supplier data was often inaccurate, incomplete, or non-compliant, and management lacked visibility into vendor classifications and past activities, hindering effective tracking and optimization of supplier selection for sourcing events.

## Approach to Solve

- Cleansed supplier data.
- Conducted supplier compliance checks.
- Automated supplier data checks using AI.
- Used assessments to qualify suppliers.
- Standardized supplier categories according to industry standards.
- Evaluated engaged supplier performance.
- Analyzed bidding patterns of invited suppliers.

## Solution

- Optimized registration processes and forms.
- Created qualification assessments for direct supplier qualification.
- Ran a supplier compliance check campaign using JAGGAER Advice for document validation.
- Analyzed supplier bidding activities (awarded, not interested, declining, and never awarded).
- Adopted the international UNSPC categories tree.
- Automated supplier deactivation based on login frequency.

### Approach: Built a supplier management strategy

