

CASE STUDY

The Smart Cube is the intelligence partner of a Fortune 100 consumer healthcare company

## The Smart Cube is the intelligence partner of a Fortune 100 consumer healthcare company, providing customised intelligence solutions and talented minds since 2007

- ▶ Providing robust research and analytical solutions to multiple business units and regions
- ▶ Supporting multiple stakeholders, category heads, CoE leads, procurement managers and directors, in strategic decision making
- ▶ Deploying onsite, nearshore and offshore technical and functional specialists
- ▶ Applying a mix of skill sets – primary and secondary research, patent analysis, data analytics and modelling
- ▶ Delivering intelligence through a variety of platforms, including mobile apps and bespoke web portals
- ▶ Working collaboratively as a strategic partner on joint solution development and innovation based on evolving client needs

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## We provide a wide range of procurement research and analytics services

### Category Excellence

Providing targeted insights to category managers and the Centre of Excellence

- ▶ Supply Market Analysis
- ▶ Sourcing Best Practices
- ▶ Alternative Supplier Discovery
- ▶ Supplier Scorecards
- ▶ Supplier Due Diligence and Risk Assessment
- ▶ Should Cost Analysis

### Commodity Volatility Management

Helping the procurement finance team efficiently plan budgets, measure financial performance and optimise spend

- ▶ Creating statistical models to forecast prices for 200+ commodities on an ongoing basis
- ▶ Developing a robust inflation forecasting tool to provide spend visibility and support contract negotiations

### Supply Chain Analytics

Driving optimisation through advanced analytics on fleet, transport and logistics data

- ▶ Collecting, harmonising and enriching fleet data from 100+ data sources to assess performance of inbound freight companies and monitor CO2 emissions
- ▶ Assessment of transportation spend data across all business units and regions to provide spend visibility and track KPIs
- ▶ Ongoing reporting and modelling to optimise warehouse inventory levels

### Sourcing Event Management

Enabling efficiency and rigour in the supplier engagement and tendering activities

- ▶ Managing online and offline sourcing events in collaboration with category teams
  - ▶ Undertaking data cleansing and standardisation, event setup and bid analysis activities
  - ▶ Training suppliers and category teams on best practices for eSourcing events
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### Benefits

- ▶ Centre of Excellence support for long term strategic planning projects, organisational best practice studies, executive dashboards and proactive event impact assessments
  - ▶ Accelerated intelligence for proactive decision making and enhanced negotiation power
  - ▶ Access to a wide variety of technical and functional skill sets, as well as strong market and supplier intelligence
  - ▶ Specifically, helped a business unit identify savings of \$20m through commodity forecasting
  - ▶ Easily accessible insights through intuitive, easy-to-use technology portals and apps
  - ▶ Business aligned bespoke solutions – reducing clutter and noise, freeing up client stakeholders' time
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The Smart Cube is a global provider of research and analytics solutions, primarily serving the CPG, financial services, retail, life sciences, energy and industrials sectors.

Addressing the needs of businesses in the intelligence age, our customised solutions provide a truly connected approach, delivered by talented minds and strengthened by **Amplifi**, our organisational intelligence platform, rich with knowledge, cutting edge tools and advanced analytics.

We work with a third of companies in the Fortune 100, helping them make smarter decisions, accelerate value and gain a competitive edge.

Headquartered in the UK with additional offices in the USA, Switzerland, Romania and India.

**Intelligence. Accelerated.**

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