

CASE STUDY

The Smart Cube is the category intelligence and analytics partner for a leading global steel manufacturer

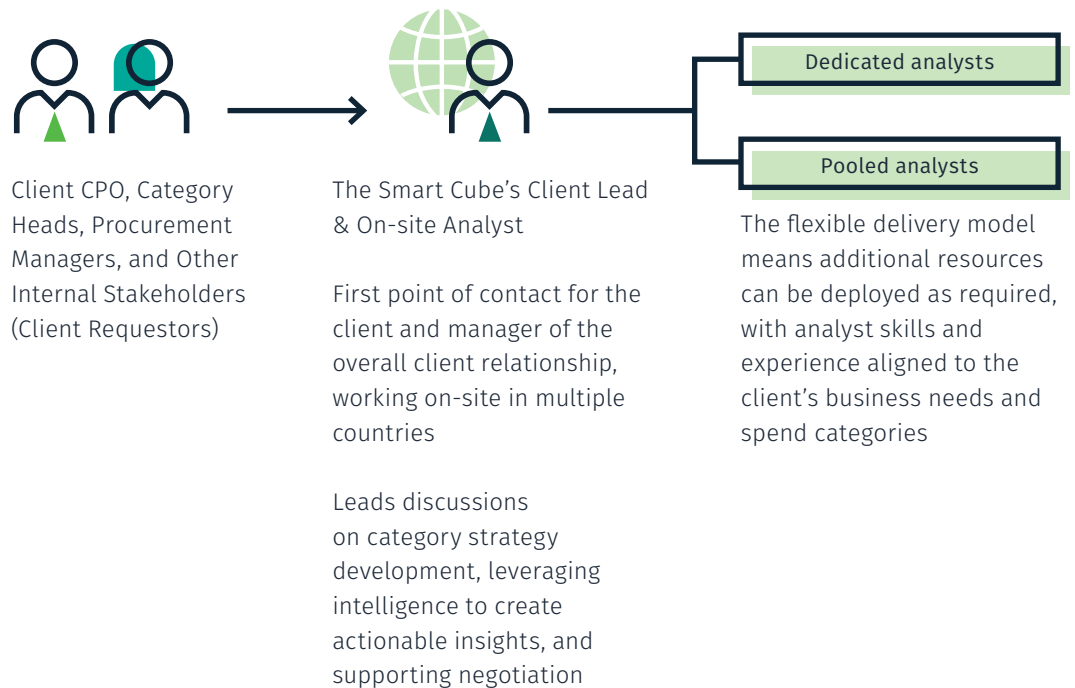


Supporting category excellence and commodity management

A leading global steel manufacturer—with billions of spend under management—wanted category intelligence and analytics support to identify, decode and qualify procurement strategies that create competitive advantage.

The Smart Cube works as an extended arm of the client’s European procurement function, with a flexible delivery model involving a mix of on-site and offshore analysts, engaging with key stakeholders including CPOs, category heads and procurement managers.

The Smart Cube’s flexible delivery model



Support Areas

- ▶ Category Strategy Development
- ▶ Spend Profiling and Categorisation
- ▶ Negotiation Support
- ▶ Supply Market Analysis
- ▶ Cost Modelling
- ▶ Best Practices Assessment
- ▶ Supplier Performance and Risk
- ▶ Assessment
- ▶ Competitor Intelligence
- ▶ Technology Assessment
- ▶ Commodity Analysis and Tracking
- ▶ eAuctions

The Smart Cube’s integrated delivery model helped the client deliver higher savings and control over category spend

Key features of the relationship

Decision-making and negotiation support

Decision-Making Support

Procurement analytics and category spend insights for critical client needs

Negotiation Support

Support category heads during negotiation rounds to present fact-based arguments and develop comprehensive category strategies

Transformation Support

Accelerating saving strategies across key transformation programmes, with analytical support to identify opportunities, validate savings, analyse spend, etc

External market intelligence support

Medium to Long Term Strategy Support

Pooled FTEs provide in-depth category market research on a proactive basis

Commodity Research

Track 70–80 commodities and present qualitative insights into the future price forecasts on an online portal



Business benefits delivered by The Smart Cube

By partnering with The Smart Cube, the client was able to:

- ▶ Attain **savings** of **£2m** in a commodity supplier negotiation round
- ▶ Receive **discounts worth 30-40%** over the original prices by engaging with new suppliers through eAuctions
- ▶ Achieve **savings** worth **10-15%** through external market intelligence and negotiation support in select categories
- ▶ Attain **higher focus on strategic activities** (rather than tactical tasks) while still maintaining a lean organisation
- ▶ Gain **increased visibility** and **control** on the **overall spend** of the organisation
- ▶ Develop **hedging strategies** to tackle **price volatility**



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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