


CASE STUDY

 **Client:**
Leading global steel manufacturer

 **Sector:**
Industrials

 **Solution:**
Category Intelligence and Commodity Intelligence

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

Business challenge

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 solution

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



Client CPO, Category Heads, Procurement Managers, and Other Internal Stakeholders (Client Requestors)

The Smart Cube's Client Lead & On-site Analyst

First point of contact for the client and manager of the overall client relationship, working on-site in multiple countries

Leads discussions on category strategy development, leveraging intelligence to create actionable insights, and supporting negotiation

Dedicated analysts

Pooled analysts

The flexible delivery model means additional resources can be deployed as required, with analyst skills and experience aligned to the client's business needs and spend categories

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

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



Value delivered

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**

Learn more about how our [Category Intelligence](#) and [Commodity Intelligence](#) solutions combine contextual research and analytics to deliver actionable insights, enabling procurement teams to drive greater value.

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