



eSOURCING

# GLENCORE

HOW A GLOBAL NATURAL RESOURCES COMPANY  
SIMPLIFIED THEIR SUPPLY CHAIN & REALIZED COST  
SAVINGS THROUGH GREATER EFFICIENCY

## ABOUT GLENCORE

Glencore International is a prominent global natural resource company headquartered in Switzerland. Glencore operates as a diversified industrial holding company with significant presence in commodities production and marketing. The company engages in various sectors, including copper, zinc/lead, nickel, ferroalloys, alumina/aluminum, iron ore, and silver production. Its extensive portfolio also encompasses strategic industrial assets, such as mining, smelting, refining, and warehousing operational services.

## THE CHALLENGE

Glencore faced several challenges. The complexity and scale of its operations demanded streamlined procurement practices that could optimize costs, improve supplier relationships, and ensure compliance across its global supply chain. Traditional procurement methods proved inefficient and time-consuming, hindering Glencore's ability to adapt to dynamic market conditions and maintain its competitive edge.

## Glencore needed a solution that would provide:

- **Speed to Savings.** Sought to increase speed to capture savings
- **Functionality.** Wanted tool with global sourcing and auction capability
- **Support Services.** Desired a solution supported by sourcing industry experts
- **Supplier Ease of Use.** Required a solution easy for suppliers to use

# SIMFONI'S APPROACH



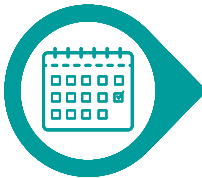
Simfoni offered a comprehensive eSourcing and eAuction platform that could transform Glencore's procurement processes from manual and siloed methods to a unified, efficient, and data-driven approach. Simfoni provided Glencore with a powerful eSourcing and eAuction platform that digitized the procurement lifecycle, enabling Glencore to conduct RFI's, RFP's and auctions seamlessly. Which improved communication and facilitated collaboration between Glencore's procurement team and suppliers. Simfoni's solutions included robust supplier management capabilities, allowing Glencore to centralize supplier information, performance data, and communication. This improved supplier relationships and enabled data-driven decision-making. Simfoni's advanced analytics tools allowed Glencore to gain insights from procurement data. This helped identify cost-saving opportunities, tracking supplier performance, and enhancing Glencore's sourcing strategy. By automating routine procurement tasks, Simfoni's platform reduced manual effort and increased the efficiency of Glencore's procurement team.

## RESULTS



**700k+**

Logins Since Implementation-Optimized Usage



**600+**

projects managed annually on average

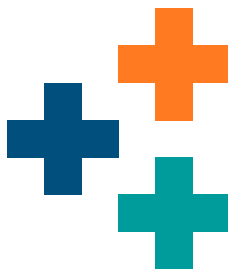


**8%-25%**

Annual Savings Average

## CONCLUSION

Simfoni played a pivotal role in Glencore's success by transforming its procurement process through automation and use of AI-driven tech. The collaboration resulted in cost savings, improved supplier relationships, data-driven decision-making capabilities, and increased efficiency overall. By leveraging Simfoni's innovative platform combined with their deep procurement expertise, Glencore strengthened its position as a global leader in the natural resource industry while ensuring its procurement operations were agile, competitive, and aligned with its strategic goals.



### SAN FRANCISCO

450 Townsend St  
San Francisco  
CA 94107  
United States

+1 415 231 3691  
info@simfoni.com

### CHICAGO

444 N Wells St  
Ste 502, Chicago  
IL 60654  
United States

+1 312 766 0240  
info@simfoni.com

### NEW YORK

18Cattano Ave  
2B, Morristown  
NJ 07960  
UnitedStates

+1973 9369672  
info@simfoni.com

### UNITED KINGDOM

85 Great Portland  
Street, London  
W1W 7LT  
United Kingdom

+44 33 3880 6682  
info@simfoni.com

### MIDDLE EAST

24th Floor, Al Sila Tower  
Abu Dhabi Global Market,  
Al Maryah Island, PO Box 128666  
Abu Dhabi, UAE

+971 4431 0515  
info@simfoni.com

