eSOURCING CASE STUDY

GLOBAL eSOURCING AND eAUCTION SUPPORT FOR $160B DOLLAR INDUSTRIAL HOLDING COMPANY

COMPANY OVERVIEW

Glencore PLC is a $160B Switzerland-based diversified natural resource company that produces and markets global commodities. As one of the largest organizations in Switzerland, it operates through an industrial business segment, which is engaged in copper, zinc/lead, nickel, ferroalloys, alumina/aluminum, iron ore and silver production.

It also has interests in strategic industrial assets that include mining, smelting, refining and warehousing operational services.

Resources and Mining Industry

$160B+ Annual Revenue

35+ Countries Globally

145,000+ Employee Size

183+ Data Applications

Data Classification Unclassified
In 2008, one of Glencore’s divisions was looking for a way to improve their tender process and increase their speed to savings. At that time, the division managed 10+ tenders each month using emails and word documents, and the manual process was tedious and inefficient. Simfoni had the perfect solution: a new easy to use eSourcing and eAuction multi-language tool. The division gave it a try, and after just one month, the tender process took 50% less time than before.

Word quickly spread to other Glencore divisions, and within six months, two users grew to five at three separate locations. Procurement also began to share stories about sending out 27 tenders for 27 scopes of work in one day when this would have taken several days before.

Fast forward to 2022, and Glencore is still a customer. There are now over 75 users in multiple Glencore locations running an average of 600 projects annually through the Simfoni solution.

We’re proud that Glencore has reaped the benefits of a more manageable automated process that has:

- Increased their speed to savings
- Saved them time and money
- Optimized the user experience for buyers and suppliers alike.

RESULTS

8% - 25%
Annual Savings Average

600+
Projects Handled Annually

700K
Logins Since Inception