

# eSOURCING CASE STUDY

Gategourmet

gategroup™

DIGITAL SOURCING  
TRANSFORMATION FOR \$5B  
GLOBAL AIRLINE FOOD &  
CATERING COMPANY

## OVERVIEW

gategroup Holding AG, together with its subsidiaries, provides airline catering, retail-on-board, and hospitality products and services in the Middle East, the Commonwealth of Independent States, South Europe, rest of Europe, Africa, North America.



**Food Service**  
Industry



**\$5B**  
Annual Revenue



**43,000+**  
Employee Size



**200+**  
Airports Served



**400+**  
Data Applications

|| ***After implementing and using Simfoni eSourcing (formerly EC Sourcing) in North America, we expanded the system to Europe, LATAM and APAC. Global implementation was extremely successful because of their dedicated customer success manager who supported our team knew procurement and understood our needs first-hand.*** ||

# APPROACH

This customer was able to leverage Simfoni eSourcing (formerly EC Sourcing Group) to digitize its RFP process in under six weeks. Ease of use and the ability to automate insights were big capability requirements as well as the ongoing support and training from a dedicated account manager. This customer also took advantage of the reverse and soft auction capability.

## RESULTS



### 6-30%

Average annual savings



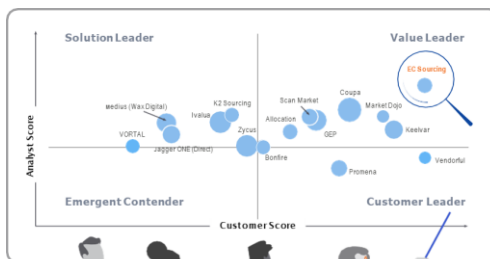
### < 6 weeks

Deployed solution in under 6 weeks

## CONCLUSION

Gate Gourmet was able to deploy Simfoni eSourcing globally in a matter of weeks and continues to accelerate value via sourcing insights. The following value has been realized:

- **Positive Feedback on Ease of Use**
- **Enabled Reverse & Soft Auctions**
- **Optimized User Experience for Buyers and Suppliers**



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