

eSOURCING CASE STUDY

GLENCORE
INTERNATIONAL AG

GLOBAL eSOURCING & eAUCTION
SUPPORT FOR \$160B DOLLAR
INDUSTRIAL HOLDING 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 & Mining
Industry



\$160B+
Annual Revenue



145,000+
Employee Size



35+
Countries Globally



183+
Data Applications

APPROACH

Glencore sought to increase their speed to savings and wanted an eSourcing tool with global sourcing and eAuction capability. Based on their global footprint operating in over thirty countries, they also needed a multi-language solution that would be easy for both buyers and suppliers alike.

RESULTS



8% - 25%

Annual Savings Average



600+

Projects Handled Annually



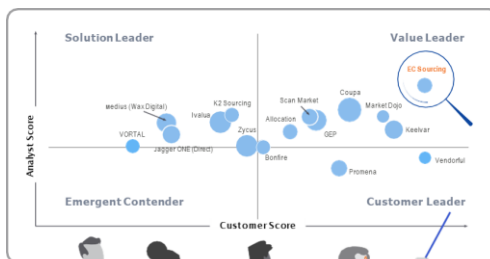
700K

Logins Since Inception

CONCLUSION

Glencore has been a customer for more than 10 years and averages more than 600 projects annually in our solutions. Below are several key value areas they have experienced:

- **Speed to Savings**
- **Global Support Services**
- **Optimized User Experience for Buyers and Suppliers**



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