



Scandlines

Introduction

Scandlines runs two ferry routes between Denmark and Germany with high capacity and frequency as well as with a green vision for the future. For a while, Scandlines had felt the need for new ways to carry out their sourcing activities, as the 'old way' wasn't efficient enough. In the past, they had experienced delays, poor levels of competition as well as low transparency and difficulties in processing and understanding data. Also, projects were not aligned or visible to senior management.

Solution: Maximize your output with eSourcing

To address this situation, Scandlines put in place a new process called "eSource" consisting of both the Scanmarket eSourcing platform as well as new processes. The key components of 'eSource' includes:

- Scanmarket Project Management to manage workspaces and plans
- Scanmarket Supply Base Management to manage supplier on-boarding and management
- Scanmarket eRFx and eAuction platform for all tender activity across all categories
- Strong executive support
- Full training for team plus support from Scanmarket

To get started, Scandlines selected 10 events on categories such as IT, Services and HR. These events were managed through Scanmarket Project Management and facilitated by Scanmarket consultants. In the words of one Scandlines participant, "We only brought along the vendors and the product!" These events were run as a mix of eRFI's, eRFP's and eAuctions in order to get broad experience with the new process and technology. Senior management could see the real-time status through the Project Management module. In addition, different sourcing teams could align their efforts through Project Management to take advantage of collaboration opportunities.

The new process represented a fundamental shift in how sourcing was done at Scandlines and away from the way things had been done before.



Benefit: 100% transparency with Scanmarket modules

Today, all new projects are executed and maintained through the eSourcing platform. All new projects are added to the Project Management tool along with things like Project Manager, start & completion dates, addressable spend, notes, stakeholders, tasks, attachments, etc. – and managed throughout the project cycle time, meaning everyone can follow completion rate, next step, savings, etc. By combining this process with the eRFx and eAuction tools, Scandlines ensures 100% transparency from the project idea stage, through negotiation and all the way to completion.

Results:

This has led to an increasing number of projects with multiple benefits:

- Smooth, easy and efficient execution of projects
- Clean data and easy contract award
- Better overview, reporting and measurement
- High stakeholder and management transparency
- Excellent knowledge retention
- Re-use of tender material and auction templates
- On top of this, Scandlines has experienced a higher average in savings per tender/event run through the Scanmarket platform.

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Andreas Fries Jørgensen, Category Task Manager

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