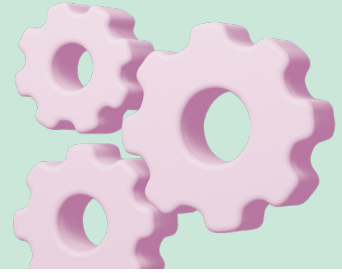


Focus on user-friendliness with intuitive sourcing platform



Boliden



Founded in 1931, Boliden is a Swedish metals company with focus on sustainable development. The company’s core competencies lie within the fields of exploration, mining, smelting, metals recycling, and production of copper, zinc, lead, gold, and silver. The Boliden Group operates mines and smelters in Sweden, Finland, Norway, and Ireland and has approximately 5,800 employees. Annual revenues amount to 50 BN EUR.

Boliden has been a Unit4 Source-to-Contract by Scanmarket (S2C) customer since 2019. Prior to partnering with S2C, Boliden carried out its sourcing events using a full-suite operator which, despite its many advanced functionalities, unfortunately had turned out to be slow, complex to use, and onboarding new suppliers proved difficult.

Boliden decided to implement a new platform for its sourcing events, and this time user-friendliness was the primary focus.

A reference team to drive the selection process

After a market review, Boliden qualified a short list of suppliers consisting of both full-suite and best-of-breed solutions. In order to secure the suppliers, selection was well anchored in the organization, Boliden set up a reference team consisting of eight people from different parts of the procurement organization. Their task was to evaluate the different vendor solutions and, ultimately, provide a vendor recommendation to senior management.

Industry

Metals

Location

Sweden

Size

Approx. 5,800 employees;
Annual Revenue of 50 BN EUR

Product

Unit4 Source-to-Contract by
Scanmarket (S2C)

Challenges

Boliden decided to implement a new platform for its sourcing events, and this time user-friendliness was the primary focus.

Key metrics

100%

ADOPTION
RATE

A win for users
and management

427

RFx EVENTS

In just six
months

“Every single user has been creating their own events resulting in an outstanding 100% adoption rate.”

Andreas Bivall

Head of Procurement Development & Group Categories, Boliden

The process started with an RFP process that shortlisted six suppliers. To fully make sure the solutions could meet Boliden’s demands on functionality and usability, heavy focus was placed on demos, user tests, and POCs. After several sessions, the reference team proposed to proceed negotiations with best-of-breed vendor Unit4 S2C. S2C was chosen as its capabilities were better suited to the needs of Boliden, a competitive price, and finally, the platform was intuitive, which was Boliden’s key objective for selecting a new vendor for their sourcing events.

Seamless implementation and successful onboarding process

The S2C solution was configured, users onboarded, and the solution adopted. Within the first weeks of implementation, S2C carried out four on-site workshops across five geographically dispersed locations. It was important to Boliden that these were carried out in person, and both the head of procurement and the CPO were deeply involved to communicate the strategic importance of the change to all employees. They explained why the change of platform was necessary

and what the selection process had been to ensure that all employees were engaged and understood the focus on user-friendliness and adoption within the company.

100% adoption rate and 427 executed events in six months

Within the first six months Boliden ran 427 RFX projects and every single user created their own events, resulting in an outstanding 100% adoption rate — a win for both users of the system and senior management.

