

# Quintain transforms procurement with SupplierPortal



Q U I N T A I N

**Quintain Estates and Development** is a London-focussed regeneration company. Quintain is behind Wembley Park, London's largest urban renewal scheme, and during its 21-year history has transformed assets across the Capital into places where people want to live, companies want to grow and neighbourhoods can come alive.

## The challenge

In a period of significant growth, Quintain undertook a major revision of its procurement policy and team. As part of this project, Quintain saw its ability to build and leverage strong relationships with its suppliers as a key contributor to the future success of its business. This project had a number of objectives, including:

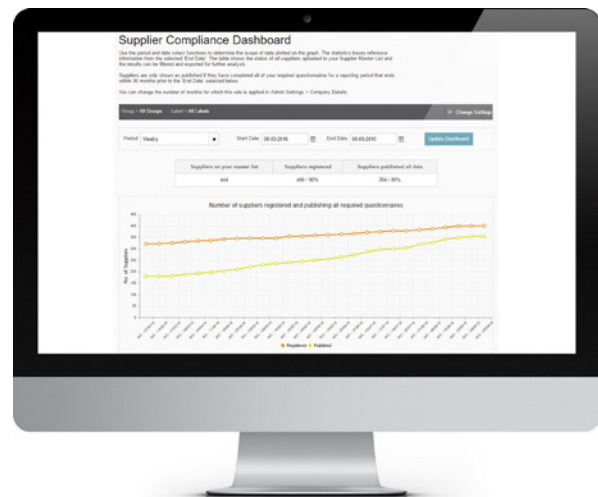
- Manage corporate risk
- Create responsive and reliable supply chains
- Deliver a consistent and auditable means of selecting and de-selecting suppliers
- Build collaborative business relationships through trust and information sharing
- Reduce time, cost and risk associated with supplier due diligence, for both Quintain and its suppliers

## The solution

Quintain implemented SupplierPortal as a way of collecting and analysing supplier information. SupplierPortal is a flexible cloud based solution that streamlines supplier management and due diligence processes.

Suppliers complete the appropriate Quintain questionnaire that is distributed to them, which is then evaluated before the Supplier can be approved. The approval process is run through the automated audit system in SupplierPortal, with the resulting audit and any associated actions shared directly with the Supplier.

Suppliers are grouped according to Quintain's supplier categories, and internal buyers are given access to the system in order to identify relevant and approved suppliers with which to contract. On an ongoing basis suppliers are monitored through multiple compliance functions, which ensure that Quintain is notified if any supplier documents expire or if any risk flags are raised.



## The results

Using SupplierPortal to capture consistent and relevant information from suppliers has significantly reduced Quintain's corporate risk exposure and now forms a central pillar of the organisations expanding procurement function in a rapidly growing business.

Quintain has detailed its use of SupplierPortal in its recently published Responsibility Data Report 2015. This can be viewed here:

<http://www.quintain.co.uk/~media/Files/Q/Quintain/reports-presentations/2014/2015-responsibility-data-report.pdf>



Implementing SupplierPortal as part of our procurement strategy has helped us build strong relationships with our suppliers and create responsive and reliable supply chains."

**Financial Controller, Quintain Estates and Development Plc**



### PEOPLE & PLACE SUPPLIER ENGAGEMENT

#### SUPPLIER ENGAGEMENT

##### SupplierPortal

##### Our primary mechanism for managing supply chain risk

A significant change in the way we operate took place during 2014/15 with the introduction of the 'SupplierPortal' platform. This online tool enables us to achieve more consistent standards across all our supplier relationships as well as more widespread use by the Group of our preferred suppliers.

All new organisations wishing to work with Quintain are now assessed against a range of criteria before becoming authorised suppliers, and we have taken this opportunity to signal the importance of considering environmental and social impacts when working with us and our own direction of travel. The results of responses to the entry questionnaire have informed us about the existing level of focus and understanding across our supply chain regarding Responsibility, which in turn will help us to support those we work with in achieving better impacts environmentally and socially. While not yet mandatory, we want our key suppliers to prepare in good time for the point when minimum requirements will be expected, and SupplierPortal is the first step in helping us to achieve this.

Where suppliers are able to provide specific data in relation to their impacts, we hope to begin using this to build a better understanding of our downstream impacts related to the services we procure.

Total suppliers invited

224

Active suppliers

111

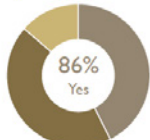
Suppliers engaged as % of 2014/15 spend

56%

Supplier responses as % of 2014/15 spend

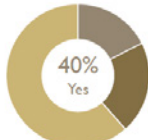
49%

Does your company have a written environmental, sustainability or corporate responsibility policy?



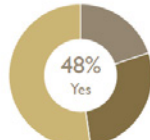
■ Yes (Active Suppliers)  
■ Yes (Other Suppliers)  
■ No

Does your company have a sustainable procurement policy?



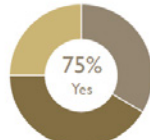
■ Yes (Active Suppliers)  
■ Yes (Other Suppliers)  
■ No

Does your company set targets in relation to its environmental and/or social impacts?



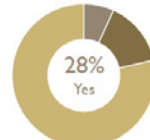
■ Yes (Active Suppliers)  
■ Yes (Other Suppliers)  
■ No

Does your company have an executive level position accountable for environmental issues?



■ Yes (Active Suppliers)  
■ Yes (Other Suppliers)  
■ No

Does your company publicly report its carbon emissions?



■ Yes (Active Suppliers)  
■ Yes (Other Suppliers)  
■ No



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Quintain Estates & Development PLC 2015 Responsibility Data Report



**Talk to us**  
Got a question about your organisation's supplier management process? Or want to see SupplierPortal in action? Please email us at [supplierportal@greenstoneplus.com](mailto:supplierportal@greenstoneplus.com) or call +44 (0)20 3031 4000 to speak to our team.