Schindler with Sievo.

Schindler Case Study
Contract Management

Sievo
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“Sievo Contract Management is not only an area in the internet to store some information related to your supplier contracts, but it is also linked to spend. This is the value added to our company- that linkage helps us do further analysis to make strategic plans later and monitor contract coverage and supplier spend.”

01. Starting point

Objective
To have a solution that will consolidate all data in different countries and zones into one system.

Challenges
→ No unified SAP platform that manages all global supplier contracts
→ Need to monitor, control and build up big zone suppliers
→ Using own developed internal system that is very complicated, time-consuming and inaccurate
→ Locally, there is a struggle to use SAP as it is not friendly to end-users, loaded with information and a lot of maintenance to do

02. Why Sievo

Working with Sievo has made Schindler realize the need to have a central repository for all contracts globally, which in turn removed all the inefficiencies brought by using the internal system.

→ Introduced by an employee who knew about Sievo
→ Best choice for Schindler in terms of capabilities and practicality
→ Good start because Sievo already has spend and savings solutions
→ Works with any kind of ERP system
03. Solution & Roll Out

Implementation of Sievo’s Contract Management was done to replace the internally developed system by IT and build a global and unified contract management system.

The whole implementation process took about 6-8 months as the company spent a lot of time internally in uploading all the contracts, building a template and understanding at a global level.

After this has been communicated to the Sievo technical team, one workshop was given to India team. Then internal training was done to the Europe and Asia counterparts. Finally, implementation was rolled out globally.

04. Results

- Central repository and unified platform in all factories globally
- Ability to link contract data to spend
- Over 300 supplier contracts in the system now, from just 70 when they started (global and key zone)
- Ease of usage in storing contracts and taking control of contract coverage and notifications
- For the profit center who always has a higher spend and more key suppliers, using this platform is very important in building contracts
- Clear visibility and understanding of the contract details in cases of employees leaving the company or moving to a new role.

"Using Sievo Contract Management, we can build a good strategy on our global category management. For a multinational company, this is a key. In 5-10 years, we need to continuously build even deeper and further develop this. And with Sievo, it's a good starting point because of their expertise in spend and savings."

— TRACY DONG

ABOUT SCHINDLER

Schindler is one of the world’s leading providers of elevators, escalators, and moving walks, as well as maintenance and modernization services.

The Group has over 1k branch offices in more than 100 countries, as well as production sites and research and development facilities.
Sievo is a leading procurement analytics SaaS-based solution company that provides spend visibility, but also goes way beyond that. We help our clients identify opportunities, translate these opportunities into projects, embed created value into budgets and ensure that savings truly hit the bottom line. We speak the language of procurement and also translate numbers into the financial view.

Our solution is used by thousands of users in best-in-class procurement organizations, such as Deutsche Telekom, ISS and Kellogg’s. With our clients, we don’t stop at backward-looking reporting but deliver more by creating forward-looking forecasts and comprehensive analytics. We combine internal information with external data sources. With Sievo, human input and machine learning technologies are integrated together. In short, we translate procurement data into dollars.

Since our founding in 2003, we have experienced rapid, profitable and self-financed growth. Currently we employ more than 100 professionals and have offices in Europe and US.