



UNLOCKING THE FULL POTENTIAL OF AI SUPPLIER DISCOVERY WITH SCALABLE ON-SITE QUALIFICATION

AI-powered supplier discovery is revolutionizing procurement by enabling companies to rapidly identify potential suppliers across global markets.

Introduction

With big data and machine learning, AI platforms like **Matchory** analyze supplier capabilities, compliance, and financial stability within seconds, dramatically accelerating the sourcing process.

However, while AI can identify high-potential suppliers at unprecedented speed, traditional onsite audit methods cannot keep up. Procurement teams struggle to validate and qualify new suppliers quickly enough, creating a bottleneck that prevents businesses from capitalizing on supplier opportunities.

This case study explores how AI discovery and scalable supplier qualification can work together to maximize efficiency, reduce onboarding time, and help businesses unlock a larger, more competitive supplier base.

Overview

+15 M B2B suppliers

exist globally

<1% Data points

utilized by manual sourcing

\$B Lost opportunities

due to underutilization



The Acceleration of AI Supplier Discovery

AI-driven supplier discovery platforms enhance sourcing with real-time data analysis and automation.

Key Benefits:



Speed

AI identifies suppliers in seconds.



Global Access

Expand supplier networks.



Automated Pre-Screening

AI ranks suppliers based on key metrics.



Market Intelligence

Real-time insights on supplier capabilities and costs.

The Qualification Bottleneck

While AI dramatically speeds up supplier discovery, **most procurement teams cannot validate on-site suppliers quickly enough** due to:...

- ✓ **Resource Constraints:** In-house procurement teams lack the manpower to conduct rapid evaluations.
- ✓ **Time-Intensive Onboarding:** Traditional audits take weeks or months (+34 weeks), slowing the integration of high-potential suppliers.
- ✓ **Regional Compliance Complexity:** Each supplier operates under **different regulatory frameworks**, making global qualification challenging.
- ✓ **Lack of Scalable Validation:** AI can surface thousands of potential suppliers, but companies lack the infrastructure to verify them on-site efficiently.

This gap between **AI discovery and traditional qualification methods** limits a company's ability to leverage new supplier opportunities....

Challenges In Conducting On-Site Audits

Despite their benefits, on-site audits present challenges:

Resource Constraints: Many businesses lack dedicated supplier evaluation teams.

Time Delays: Traditional audits take weeks, slowing supplier onboarding.

Geographical Complexity: Global sourcing adds logistical and regulatory barriers.

High Costs: Travel and auditor fees make large scale audits expensive.

Inconsistent Standards: Without a uniform framework, audits vary in quality and depth.

A scalable, efficient solution is needed to overcome these barriers.

How Yvoo ScanPro+ Addresses These Challenges

YVOO ScanPro+ Uberizes supplier audits, making them on-demand, localized, and cost-effective:

Local Auditor Network: Eliminates travel costs with certified auditors in key regions.

Instant Audit Booking: One-click scheduling minimizes lead time.

AI-Guided Audit Checklists: Standardized assessments ensure consistency.

Automated Reports & Risk Scoring: Real-time insights accelerate onboarding.

Seamless ERP Integration: Digital reports integrate directly into procurement systems.

In a few days

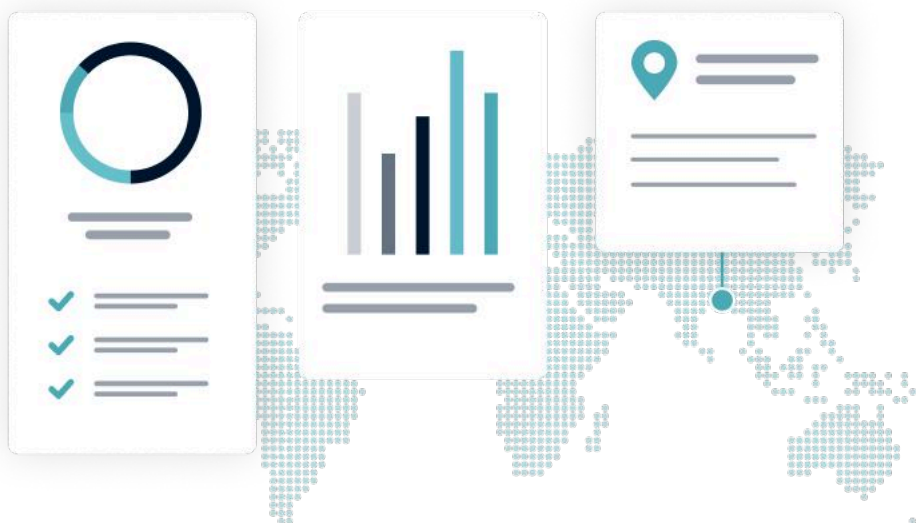
On-Site evaluation completed
after discovery

Conclusion

AI-powered supplier discovery has **transformed procurement**, but **onboarding must go beyond digital data**. On-site audits provide **real-world verification**, ensuring that **only truly capable, compliant suppliers** enter the supply chain.

Key Takeaway:

Companies that integrate AI discovery with YVOO's on-site audits gain a **data-backed, risk-free procurement process** that enhances supplier performance.





About us

Matchory is a leading supplier discovery platform that leverages AI and big data to provide comprehensive, real-time access to millions of supplier profiles globally. By making supplier discovery faster, smarter, and more transparent, Matchory empowers procurement organizations to identify, evaluate, and engage with the best-fit suppliers for their needs, ensuring optimal supply chain resilience and performance.