STRATEGIC SUPPLIER OPTIMIZATION WITH MATCHORY

HOW JUNGHEINRICH ACHIEVED COST SAVINGS WITH AI SUPPLIER DISCOVERY

Introduction

Jungheinrich successfully identified a pre-qualified supplier through Matchory, achieving cost savings by avoiding additional onboarding. The goal was to reduce sales share and dependency, while addressing challenges like lack of series suppliers for special construction and inadequate machinery at small suppliers.

Using Matchory's database including the use of Generative AI, they filtered through over 14 million suppliers, within a short period of time, narrowing down to 17 medium-sized German companies, with a couple of simple steps, meeting their requirements and ultimately inviting them to tender.

Use Case

Streamlining the Supply Chain

Jungheinrich, a leading player in the logistics and material handling equipment industry, faced a critical challenge in reducing its sales share and minimizing dependency on specialized construction suppliers.

The company needed to streamline its supply chain by identifying new suppliers capable of meeting its specific requirements. Leveraging Matchory's supplier database, Jungheinrich successfully navigated these challenges, achieving significant cost savings and enhancing its operational efficiency.

Objectives

What Were the Goals

Jungheinrich's primary goal was to reduce its over-reliance on specialist construction suppliers, while addressing the inadequacies of existing small suppliers. The company faced several challenges, including the lack of available series suppliers for specialist construction, varying tools and inspection guidelines across customers, no stockpiling for special projects, and insufficient machinery at smaller suppliers.

These issues threatened the punctuality and efficiency of series production, necessitating a strategic approach to supplier selection.

Jungheinrich identified an existing, pre-qualified supplier capable of providing the required commodity group, enabling immediate engagement and realising significant cost savings by eliminating the need for an additional onboarding process.
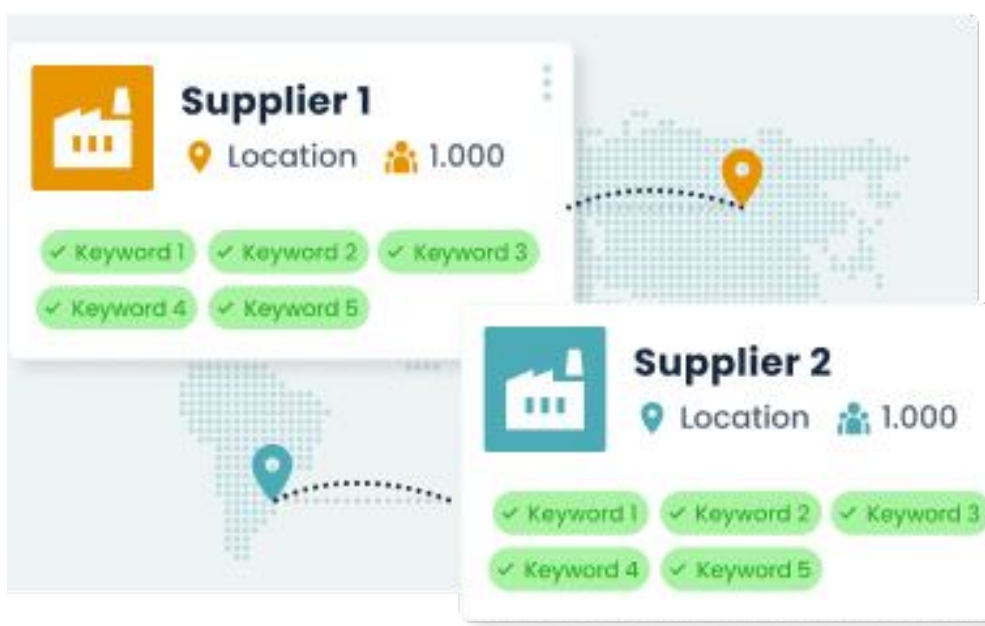
Using Matchory

Optimizing Supplier Screening

The strategic use of Matchory enabled Jungheinrich to identify pre-qualified suppliers capable of providing the required commodity group.

This achievement resulted in immediate engagement and significant cost savings by eliminating the need for an additional onboarding and tendering process.

Furthermore, the use of Matchory's platform and process not only optimized Jungheinrich's supply chain but also reinforced Matchory's reputation as a highly effective and simple tool for supplier screening.

Using Matchory

Optimizing Supplier Screening

The category managers utilization and AI enhanced keyword search allowed Jungheinrich to leverage Matchory's extensive supplier database, containing over 14 million suppliers, to find suitable alternatives.

Relevant keywords describing supplier requirements were inserted. Generative AI was used to enhance keyword selection. AI-guided support was provided throughout the project to improve precision in supplier filtering.

The initial search returned 431 potential suppliers.

After primary selection, refinement of results included: Regional requirements (German suppliers). Compliance with REACH and ROHS standards. This reduced the list to 125 matching suppliers.

Jungheinrich identified 17 medium-sized German companies that met the criteria. These companies were invited to tender.

Results

And How We Did It

The process showcased the efficiency of Matchory's platform in quickly sourcing and evaluating potential suppliers.

Jungheinrich's partnership with Matchory exemplifies a successful case of strategic supplier optimization.

By leveraging advanced supplier screening tools and a comprehensive database, the company was able to address its supply chain challenges effectively. This case study highlights the importance of innovative solutions in achieving operational efficiency and cost-effectiveness in today's competitive market.

EFFICIENT SUPPLIER SELECTION FUNNEL MATCHORY

Initial Result	431
Refined Results	125
Final Selection	17
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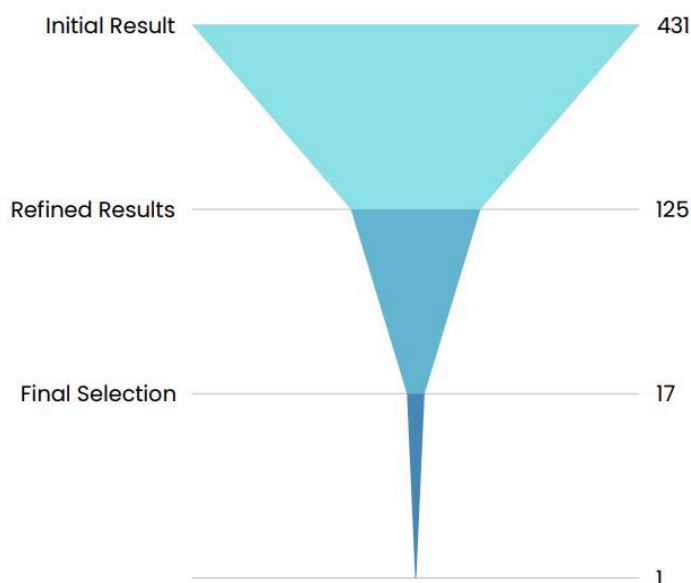
About us

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.