

eRFx: the best way to prequalify suppliers



Tokmanni is the leading discount retailer in Finland, with more than 360 big-box stores as of August 2023.

The largest Nordic retailer is also expanding, having recently purchased a Swedish retail chain, Dollar Store. The Tokmanni Group purchasing team is comprised of 80 professionals responsible for finding the best product at the best price for thousands of items, ranging from apparel to groceries to household goods.

Challenge

The Tokmanni team had two primary goals when searching for a new solution: reduce purchasing price and streamline vendor evaluation. When they began searching for a new supplier seven years ago, [Unit4 Source-to-Contract by Scanmarket (S2C)] was compared to five other potential vendors, but easily won the bid based on the user-friendly interface and clear potential for savings.

Solution

From signing to implementation, the solution was functional and integrated into daily processes within roughly six months. The purchasing team quickly developed methods for new vendor selection and pricing negotiations. Initial steps included using the eRFx module to distribute questionnaires amongst an average of five to ten

potential vendors. Once replies were received, the team easily conducted line-by-line evaluations, typically addressing points like supplier communication, mode of good transport, quality level, and most importantly: price. When the responses fell within negligible differences, or a winner was not immediately apparent in the eRFx, the Tokmanni team employed an eAuction to further drive down cost.

Results:

The ROI of the solution was quickly realized as processes became streamlined, and savings began to accumulate. Utilizing [S2C] eRFx and eAuction independently, and complementarily when appropriate, proved to be a successful eSourcing strategy with record savings of 20 percent in some cases. Additionally, the level of customer service the Tokmanni team has experienced has been better than expected. The Customer Success Team has been an asset for the Tokmanni team, providing answers quickly with near-immediate responses for trouble-shooting, two-way problem-solving, and advice on how to best leverage the solution.

“I would absolutely recommend [S2C] for others. The solution is effective and easy to use.”

Henri Himanen

Private Label Manager, Tokmanni

TOKMANNI

Industry

Retail

Location

Headquarters: Mäntsälä, Finland

Size

More than 360 big-box stores; purchasing team of approx. 80 people

Product

Unit4 Source-to-Contract by Scanmarket (S2C)

Challenges

Reduce purchasing price and streamline vendor evaluation.



Key metrics

6
MONTHS

Approx. time from signature to implementation.

20%
SAVINGS

In eSourcing, in some cases.

For more information on Customer Stories, go to unit4.com

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