Palantir

Palantir Foundry for Procurement in Utilities

OVERVIEW

Palantir Foundry is the operating system for the modern enterprise. Foundry fuels decisions amidst operational complexity and automates years of implementation work – allowing you to focus on solving your most pressing business challenges.

Engaging a collaborative, business-oriented platform will enable the procurement division to become a value-added partner to your utility organization.

Effective procurement is pivotal in assuring the operational efficiency and reliability of energy networks. However, procuring assets throughout the utility value chain is more challenging than ever due to technical complexity, regulatory requirements, and global disruptions. Additionally, as shared service centers, procurement divisions in the utilities space deal with a fragmented system landscape and increasing information complexity.

Foundry harmonizes data from internal and external source systems in order to power better decisions across the full procurement value chain. This enables utility companies to drive operational performance and cost optimization within the selection of suitable suppliers, identify bottlenecks in the supplier portfolio, resolve project dependencies and price negotiations with vendors.

PALANTIR FOUNDRY

A Shared Operations System for your Shared Service Center
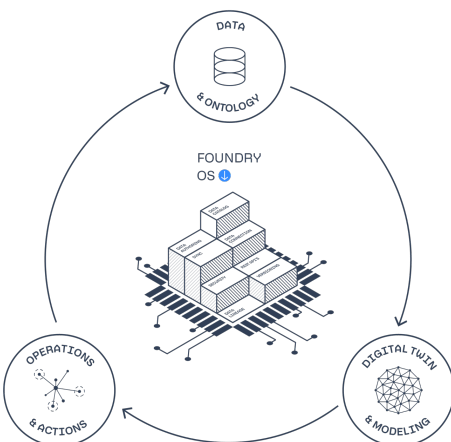
Foundry can increase the efficiency and resiliency of your utilities organization by enabling data-driven, risk-optimized procurement.

→ Buyers can make informed decisions across the procurement value chain within business-oriented workflows.

→ A single source of truth provides a live view of contracts, suppliers, transaction histories and tenders – creating a live digital twin of the utility organization across categories and business functions.

→ Procurement decisions are linked to business function processes. With Foundry sitting on top of your data asset, your procurement team can easily collaborate with project managers and other domain experts in your organization.

→ Employees can easily exchange critical information and promptly respond to changes to the business and supply chain.

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IMPACT STUDY

Increasing Market Competition through Data-Driven Supplier Selection

FOUNDRY OVERVIEW OF YOUR SUPPLIER PORTFOLIO ↘

<1 Month

Time to implement Foundry

2,000

Transactions managed in the first six months of operation

€120 Million

Transaction volume in the first six months of operation

200%

Increase in tender participants due to intelligent use of the supplier portfolio

01 // THE CHALLENGE

A European utilities company struggled with leveraging their market power. Due to their complex data ecosystem and regulatory requirements, it took significant time and resources to find suitable suppliers. As a result, they could not fully utilize their portfolio.

02 // THE SOLUTION

To facilitate this decision making, this utility integrated their supplier selection in Foundry. As a result, their buyers can easily find suitable and compliant vendors for upcoming orders and can support the business with the optimal set up for their purchase request.
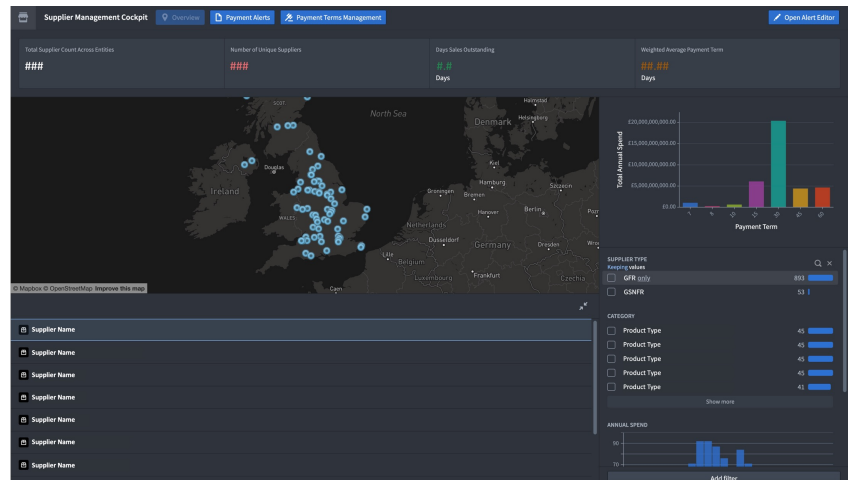
03 // THE IMPACT

Common Operating Picture: Using Foundry, buyers can see an overview of all suppliers can easily filter the portfolio based on relevant parameters, such as thematic or geospatial requirements. In the interest of compliance and safety, supplier verifications and transaction history can also be compared and evaluated.

Bottleneck Identification: To help address the limited availability of suppliers, Foundry flags potential bottlenecks in the portfolio and provides buyers with suitable vendor alternatives. Foundry can then add these vendors to the portfolio by integrating data from external company registers. Buyers can examine thematic and geographical coverage and share potential supplier candidates with their colleagues.

Institutionalizing Knowledge: Foundry's live collaboration capabilities enable buyers to leverage organizational knowledge and access previous transactions, including comments and flags from their colleagues' previous touchpoints with the supplier.

IMPACT STUDY

Optimizing Price Negotiations with Data Augmentation

INTUITIVE VISUALIZATION OF ALL NEGOTIATION LEVERS ↘

01 // THE CHALLENGE

A large organization in the energy space struggled to conduct informed price negotiations due to information and system complexity. Within their process, the result of this organization's negotiations depended heavily on the time invested.

02 // THE SOLUTION

This client integrated their negotiation decisions in Foundry to increase the negotiation success of their procurement team. Foundry increased the availability of negotiation information by surfacing relevant levers, such as an overview of the current supplier status and buyer transaction history.
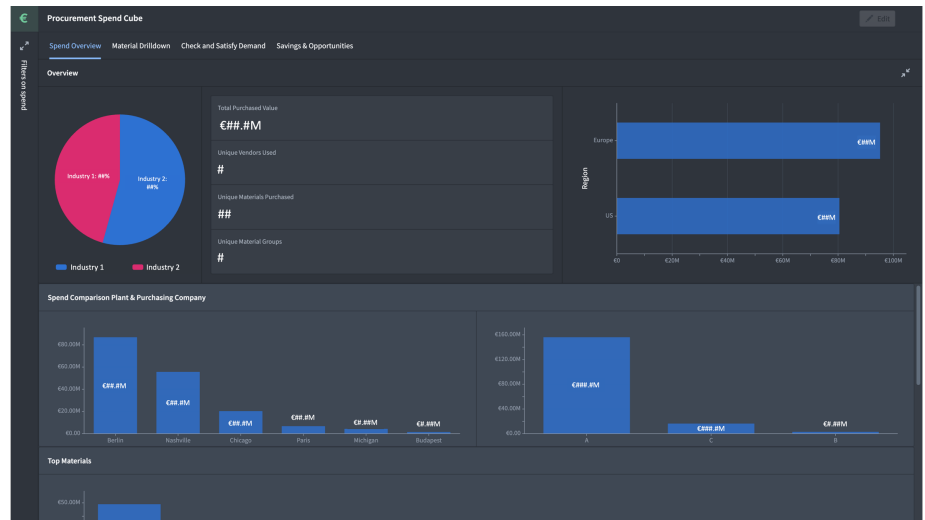
03 // THE IMPACT

Supplier 360: Buyers have access to a full and live overview of the respective supplier, including their revenue, tender history with average price discounts given by the supplier, open and past frame contracts, transaction history, and claim history.

Negotiation View: The available information of Foundry's data asset is used, connected, and visualized in a dashboard, enabling buyers to view all relevant data for the respective supplier at the time it's needed most. The information for negotiations is automated and made available to buyers with just a few clicks.

Feedback Loop: Expert knowledge and previous negotiation outcomes are fed back into the data and connected to the Supplier 360 data asset, ensuring that the supplier relationship and the negotiation discussions are professionalized and improved.

1.5X

Increase in average price reduction between initial offer and final offer

€800k

Savings due to price reductions in the first six months of use

↘

Professionalization and improved supplier relationships through uniform knowledge of buyers and situation-adapted negotiations