

Steinhoff International centralizes sourcing, order and shipment with CBX



Snapshot

Customer: Steinhoff

Retail Sector: Retail Home Furnishings

Business Need: A centralized platform to manage order and shipment information across multiple Steinhoff business units

Solution: CBX Total Sourcing Management Platform, providing support for item referencing, supplier management, customer order, vendor order, shipment and payment management

Result: An automated and streamlined workflow process on a centralized platform providing efficiency, cost savings and the ability to significantly scale their sourcing operation

Steinhoff International is an integrated retailer that manufactures, sources and retails furniture and household goods in Europe, Africa and the Pacific Rim. With multiple retail brands including Conforama, Bensons, Harveys and Freedom, and 2013 revenue in the range of 6+ billion Euros (US \$8 billion), the group also owns diversified industrial businesses in Southern Africa, and provides specialist supply chain and logistics services across diverse industries. To learn more, visit www.steinhoffinternational.com

Challenge

With brands which include Conforama, Harveys, Bensons and Freedom, Steinhoff is the second largest European furniture and home goods retailer, sourcing from almost 2,000 suppliers in 12 countries. The group was looking for a tool that would leverage the combined buying power of their brands to create efficiency, build scale and increase their profit margins. Focusing on their supply chain and private label development for both revenue and margin growth was a strategic decision Steinhoff made to help navigate the ongoing challenges of European retail.

Solutions

Steinhoff implemented the CBX Total Sourcing Management Platform for a centralized procurement function covering multiple Steinhoff banners. The implementation included modules for order and shipment to manage their end to end global sourcing and logistics operation, including item referencing, supplier management, customer order, vendor order, shipment and payment management. The integrated order management solution included extensive use of EDI for data interchange and an offline mode using excel to facilitate collaboration with non-EDI partners.

Result

Following a multi-step workflow, the CBX platform has provided a centralized platform for the Steinhoff International Sourcing and Logistics business unit (SISL) to facilitate trade between Steinhoff brands (customers), SISL and Vendors, supporting both trading and direct sourcing modes. This solution has mitigated the need for Steinhoff to invest in additional hardware, software and resources and has provided them with platform to automate their workflow processes and streamline their supply chain, creating efficiencies across multiple brands.

Key Benefits

- + Time savings through greater efficiency
- + Automation of workflow and sourcing processes
- + Labor cost savings through reduction in manual tasks
- + Real time visibility into entire sourcing and production workflow
- + Improved collaboration internally and with suppliers and customers



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We chose CBX based on their broad experience and reputation for successfully implementing and managing complex end-to-end global sourcing and supply chain projects for a number of leading European and American retailers

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**Renaat Sol,
Project Leader,
Steinhoff International Sourcing
and Logistics.**

About CBX Software

CBX Software has simplified the business of global sourcing; transforming traditional methodologies into fast, friction free supply chains through our real-time cloud based Total Sourcing Management Platform (TSM). We help retailers, brands and manufacturers manage and empower the supply chain from plan to pay - one intelligent collaboration solution for an enterprise to plan, spec, source, assure quality, order, make, inspect, ship and pay. Over 20,000 users in more than 30 countries rely on CBX including: Target, Safeway, Kmart, Charming Shoppes and others.