

# Keelvar >

## Transforming Procurement in Oil & Gas

In partnership with



**Sourcing Acumen**

### Why choose Keelvar?

Keelvar is revolutionizing procurement in the oil & gas industry with our advanced e-Sourcing platform. Our solution leverages AI and automation to deliver rapid and scalable procurement transformations, driving significant cost savings and operational efficiencies. We understand this industry from the upstream, midstream, and downstream categories. We have served several clients, including ExxonMobil, Solvay, and many more, gaining deep insights into their unique needs and challenges.

### Keelvar at a glance:

- Global impact:** Serving 140+ clients
- Massive scale:** Over \$200 billion in annual spend sourced
- Savings:** Up to 8-12% cost reduction based on category mix
- Wide adoption:** 75,000+ RFPs and e-Auctions executed
- Extensive user network:** 200,000+ suppliers, 15,000+ buyers onboarded

### Unlocking value through:

#### Dynamic bid feedback:

Foster competitive bidding with real-time supplier feedback, driving 2-3% additional savings other tools cannot deliver.

#### Scenario optimization:

Unlock value by evaluating multiple award scenarios, optimizing with 'what-if' analysis to find the optimal award combination.

#### Expressive offers:

Empower suppliers to submit flexible, detailed bids, capturing 3-5% savings with volume discounts and quick negotiations.

Our customers in the oil & gas sector are leveraging these capabilities to drive digital a transformation, achieving impressive adoption, savings, and scalability.



### Customer success highlights:

**ExxonMobil**

Achieved remarkable savings on a complex sourcing event.

*"Keelvar was instrumental in managing a very large and complex bid, delivering exceptional results."*

**StanleyBlack&Decker**

Leveraged AI and bots to optimize procurement processes at scale.

*"Keelvar simplifies complex processes and ensures accuracy, adding tremendous value."*

**Schneider Electric**

Received dedicated support that significantly improved procurement efficiency.

*"The commitment and attention we received made a significant difference."*

**MARS**

Utilized our intelligent sourcing tools, reducing training needs and enhancing efficiency.

*"The Optimizer handles large-scale events effortlessly, and the Autonomous Sourcing tool is a game-changer."*

## Keelvar has successfully sourced over 100 unique categories for oil & gas clients, including:

- Chemicals:** Caustic & acids, process & water treatment chemicals, refining catalysts, polymer materials.
- Industrial Gases:** Fuel additives, lubricant additives, industrial gases.
- Equipment & Services:** Inspection, instrumentation & controls, electrical, drives, cranes, fixed equipment, facilities management services, industrial MRO.
- Transportation:** FTL/LTL transportation, ocean transportation, transportation equipment.
- Labor & Services:** Craft labor, temp labor, mining geotechnical services, wells services.
- Logistics & Packaging:** Vehicle vessels, warehouse, consulting, commercial printing, general pallets, packaging, hard & soft trades.

## Keelvar's advantage

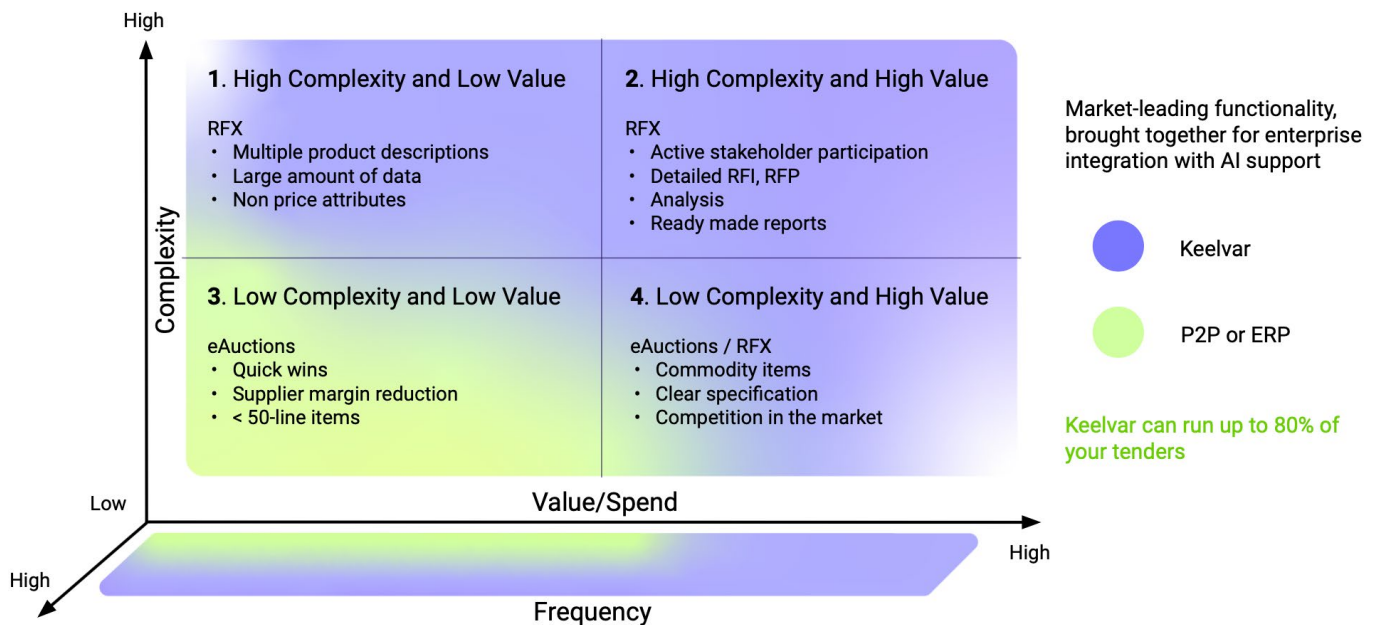
Keelvar bridges the gaps left by traditional P2P and ERP systems with comprehensive solutions for diverse procurement needs. Adding AI and Automation allows us to have a greater impact:

**High Complexity, Low Value:** Manage large data volumes and non-price attributes with tailored RFX solutions.

**High Complexity, High Value:** Engage stakeholders and analyze detailed RFI/RFP submissions for complex projects.

**Low Complexity, Low Value:** Achieve quick wins with eAuctions for straightforward purchases.

**Low Complexity, High Value:** Efficiently source commodities with clear specifications using eAuctions/RFX.



## Strategic partnership: driving change management and adoption at scale

We have partnered with Sourcing Acumen to ensure successful transformation through effective change management and scalable adoption. With over 15 years of consulting experience, Sourcing Acumen excels in executing RFQs, establishing Centers of Excellence and building procurement capabilities.

*Aashima Gupta*  
Aashima Gupta, Founder



## Transformation happens when people adopt technology, use it and drive value.

**Take the next step: book a 30-minute meeting**

Discover how Keelvar can revolutionize your procurement processes and deliver substantial savings within your industry.

*Glenn Gardner*

Glenn Gardner,  
North America / APAC Regional Sales Director  
[g.gardner@keelvar.com](mailto:g.gardner@keelvar.com) [www.keelvar.com](http://www.keelvar.com)