



Suppliers and contracts evaluation governance

- ✓ Monitoring the management of deadlines
- ✓ Automatization of the suppliers qualification processes

- ✓ Reduction in the overall cost of the suppliers register
- ✓ Ease in complying with regulatory requirements

Overview

SORGENIA was founded in 1999 when the free energy market was created. It is one of the most important Italian companies in the electricity and natural gas sector.

Since 2014, Sorgenia's main focus has been the generation of the electricity from the four combined cycle plants, which were designed and built over 10 years and the sales activity towards companies and enterprises.

From 2006 to 2012 Sorgenia launched four new power plants in Italy, allowing the company to reach an installed capacity of 3,170 megawatts (MW).

Now Sorgenia manages one of the most modern energy generation parks in Italy, thanks to the decision to use the most advanced technology available today: the combined natural gas cycle, complementary to renewable energy generation, thanks to the possibility to modulate the production hour by hour according to the energy requirements of the national electrical grid.

Concerning the choice of focusing on businesses and enterprises, Sorgenia's strategy is based on a system of diversified offerings, depending on the specific working model of the single product and professional category.

Sorgenia's approach to sales and support activities is based on the complete service customization, thanks to the work of a dedicated sales force.

Key requirements and project objectives

Sorgenia's purchasing department needed to **automate** and **structure** the process of suppliers qualification and to **control** the management of the documents deadlines, satisfying both regulatory requirements and business related issues.

One of the goals of Sorgenia was to make the criteria for evaluating suppliers more objective. The use of a software solution should also become an opportunity to engage and hold providers responsible during their qualification process.

During the second stage it became clear that another need was to digitize the process of the "**contract qualification**" which involves both the production sites and the **Safety & Environment** structure. In this case the leading requirement is related to the legal aspects, and in particular to the legislation of safety at work.

The Solution

At the end of the software selection, Sorgenia identified in **TESI GRC - Suppliers Qualification** the perfect solution to create its suppliers qualification portal.

TESISQUARE provided the solution in **SaaS mode** (thus allowing the investment distribution over time, with a rapid ROI). TESISQUARE and Sorgenia analyzed the qualification processes, the set of necessary documents and the questionnaires to submit depending on the suppliers product category. The system has then been configured in order to fit Sorgenia's needs and organisation. Furthermore, rules to calculate the ratings were implemented, obtaining an accurate evaluation for each supplier and for each product category in which the single supplier operates.

The solution also allowed Sorgenia to obtain an analysis of the suppliers thanks both to the questionnaires that each supplier has to complete and to an objective assessment of the individual buyer (advised by **TESI GRC**), allowing to obtain a rating value that is not influenced by subjective elements.

Benefits/Advantages

- Access to a complete and updated suppliers register.
- Systemic monitoring of deadlines.
- Ease in complying with regulatory requirements.
- Traceability during the certification process.
- Single documentation storage place.
- Constant monitoring of economic and financing suppliers indexes.
- Assessment standardisation.

The customer says...

Roberto Bonalumi – Procurement Department

“After 2 years from start up , around 300 suppliers joined the portal with full satisfaction of our service. The objective which we assumed during software selection, that is the acquisition of a solution that can support the operation without influence the organization and with a low cost of ownership, has been achieved. Thanks to the modularity of the application it was also possible to activate later additional features which allowed a further improvement of the process.

The after-sales service and problem solving skills of the TESISQUARE team facilitated the introduction and adoption of the system by all users who are involved.”



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