

BRAVIDA

“TEN YEARS AGO THERE WERE 2,000 USERS, TODAY THAT HAS DOUBLED TO 4,000 USERS”

According to David Edner, head of purchases at the Bravida group, one of the most significant benefits of using SYMBRIO is the Price Comparison.

WHAT BRAVIDA THINKS OF SYMBRIO

Over the past ten years or so, Bravida has worked on SYMBRIO. Today, 4,000 users purchase items, compare prices, obtain reports and check invoices on a daily basis.

Here are a few of the many benefits mentioned by David Edner, the head of purchasing systems at the group lists:

- Price Comparison
- Easy information retrieval
- Being able to attach invoices to their corresponding order

I HAVE A DREAM

David Edner has been Bravida’s head of purchasing systems at the group level for several years and has a long history with Symbrio. At Symbrio we got to know him at his previous employer, where SYMBRIO was technically implemented, but had yet to be implemented for the end users. He began his career as a coach for SYMBRIO and trained many of end users throughout the country. Before long, he was responsible of the whole system as well as the coaching activities, and was recruited by Bravida a few years later.

Today, David sees a major difference in IT-maturity compared to ten years ago. “Ten years ago, we challenged all the actors in a different way”, David explains. “Just getting the suppliers to understand what they were supposed to do” was a challenge. David himself has of course also changed. Having started in an advisory position, he now heads up development along with us at Symbrio.



CREATE FLEXIBLE SOLUTIONS

“Bravida has done a phenomenal job implementing SYMBRIO into the business. However, market demands and digital conditions are constantly changing, which requires more from us. It is important, probably now more than ever, to create flexible solutions which can support this change”, David says.

Previously, Bravida talked about eliminating “work without value”. Ten years have passed since then, and we were wondering how that turned out?

When Bravida got its start, “invoice management was a puck waiting to be made efficient, something completely different compared to today,” David tells us. “If you use SYMBRIO, you get the link between the order, the invoice and the price. SYMBRIO is a one-stop-shop where you can make decisions as well as monitor them throughout the entire purchasing process,” says David.

“Previously, you had to find the piece of paper with the order confirmation in a binder somewhere and compare it to the invoice you received. This process has been made far more efficient, which means you can now manage more invoices. The standard today is one invoice, one order. Back in the day, you could receive a combined invoice spanning several pages which had to be reviewed and approved,” David explains.

Another task without value was waiting in the telephone queues. This has been a thing of the past for a long time.

We were wondering about this whole thing with adhering to a contract, what is that like today?

“Contract compliance is much better today. SYMBRIO presents multiple ways of showing the best possible purchase available, but at the end of the day it is up to the project manager to make their own decision. Once we have added the user to the system, they will adhere to the contract since there are only contracts in the system,” David says.

Is SYMBRIO a good support tool for the project manager?

Bravida is 50% service and 50% project. “There is a big difference in how you work with this. The projects have a different structure, you can plan in a different manner. We also see more people planning ahead more and placing orders ahead of time. You become more aware of the effects of planning,” David explains.

“There is a certain trend in service for more and more mechanics to place the orders themselves as they now have access to tablets, something they did not use to have. Back then you would create routines where you would send requests to a person who would then register the orders. The mechanics can also receive the goods out on the worksites, rather than having the project manager

handle it. This gives the project manager a better overview since he does not have to track down the mechanic and ask whether the items have arrived”, David tells us.

Is there a good overview for purchasing management?

“The good overview comes from everything being traceable throughout the entire process, from order to invoice. This is something SYMBRIO provides for everyone. It is a great benefit,” according to David.

What does a day look like for a mechanic and who else benefits from using SYMBRIO?

“Mechanics are increasingly able to place the orders themselves since they now have access to tablets. When making calculations, a calculator may very well use SYMBRIO by searching for contracts and prices. However, SYMBRIO is primarily used by project managers and mechanics,” David explains.

“The project report is well suited for follow-ups since it allows you to check in in the middle of a project to see how large the quantities from a certain supplier are,” David continues.

How many people use SYMBRIO as of today?

Ten years ago there were 2,000 users, today that has doubled to 4,000 users.

What are the main benefits of using SYMBRIO?

David lists the following:

- being able to link an order to an invoice, i.e. traceability
- you can see everything
- a one-stop-shop for making purchases, which is very convenient when you are in a large company

“A purchasing system has the benefit of easily providing information on what production should buy. For example, users can immediately see if a new contract has been signed and how this will affect their purchase volumes. Had we not had a purchasing system, we would have had to give out flyers to reach everyone,” David explains.

- history, your previous choices could be valuable in the future
- production can feel safe in that they have the correct information
- another benefit is that the business does not have to deal with this themselves, you can just make purchases. Previously, a lot of time was spent negotiating prices ahead of every purchase, where as now you can just suborder from a framework agreement

Which is the best feature?

“The Price Comparison. The most significant selling point of SYMBRIO is the price comparison!”

What are your predictions for the future?

- Logistics! There are suppliers who want to be able to offer to carry goods to a certain floor. The purchaser might have cooperation agreements with a logistics partner to manage the logistics at a construction site. This requires Bravida to be able to present delivery plans, such as informing when our deliveries will be made in relation to when other deliveries are allowed to arrive. Time slots like these represent brand new planning challenges, according to David.
- BIM is rapidly advancing, creating a challenge/opportunity for us. More exact planning creates new challenges for our processes and requires more efficient exchange of information between the parties involved. This will also pose a challenge to our purchasing systems regarding accurate item information, support for new formats etc.
- We see our wholesalers organising their articles using the support of PIM systems, and we are expecting more and improved item information going forward.
- The environment is and has been a hot topic and we are preparing to be able to provide the business and our clients with accurate information regarding what is being procured and built in to our systems.
- Managing various kinds of purchases is also in the cards, as in not just the purchasing of standard materials, but for example the whole tendering process or the procurement of UE, David explains.

“I have a dream”, David continues, explaining that he would like to see the promise of “all purchases and all invoices” fulfilled.

/David Edner, head of the purchasing system at the group level at Bravida