



Matthew Daly from Eun Group

Short case study about Matthew's experience working with Alinor.



INTRODUCTION

We wanted to share the real story about Matthew Daly, Procurement Lead at Eun Group, how he and his team are currently using Alinor, and the benefits they are already seeing.

Plug and Play onboarding

Matthew found the onboarding process smooth and efficient, allowing his team to start using the platform from day 1. More importantly, Eun Group's suppliers also found it super easy to use, eliminating the need for extensive training or manual interventions.

Alinor's team played a key role in this, providing hands-on support and resolving any initial queries promptly, making sure that Matthew and his team could leverage the platform's full capabilities without any disruptions.

Improved supplier communication

Seamless communication between buyers and suppliers is a major advantage of using Alinor. Matthew highlighted how Alinor centralizes all procurement-related discussions, eliminating the reliance on emails, Microsoft Teams, and WhatsApp.

With Alinor, all project-related activities—including RFQs, POs, offers, and documentation—are managed in one place. Users can easily see what has been created, who is assigned to which task, what has been sent, and even track supplier engagement (e.g., who has opened or completed a request).

As Matthew put it, “Alinor solves the communication gap that often exists between suppliers and buyers.”

Automating everyday work

For Matthew, one of the biggest advantages of replacing email & excel driven procurement processes is the ability to keep track of transactions efficiently. With Alinor, he no longer has to dig through email threads to find RFQs, POs, or supplier confirmations.

One standout feature for Eun Group has been the ability to automate RFQs. Users can create RFQs, assign them to purchasing teams or send them directly to suppliers. The system ensures completion by tracking responses and notifying users when tasks are finished.

Collaboration - Easier than ever before

Alinor enables team collaboration by allowing information to be shared internally between procurement members. Whether it's tracking which suppliers are used most frequently or monitoring current supplier engagements, Alinor's dashboard provides real-time metrics and statistics.

By having all procurement-related data in one place, Matthew's team has been able to reduce the time spent on transactional work. The platform has empowered one person to manage a high volume of procurement activities efficiently—something that would traditionally require a much larger team.

The Benefits: Efficiency, Transparency, and Strategic Focus

Matthew and his team at Eun Group have already seen significant improvements since adopting Alinor:

- **Eliminated emails:** All transactions with suppliers are centralized, making them accessible to the entire organization.
- **Saved time:** Automation has reduced the need for manual follow-ups, document retrieval, and email reminders.
- **Data-driven decisions:** The built-in statistics help track transactions, suppliers, RFx, POs, response times, and spend forecasting, ensuring smarter procurement choices.
- **Optimized resource allocation:** With Alinor handling administrative procurement tasks, the team can now focus on strategic initiatives.

**Would you like to see how Alinor can
transform your procurement process?
Request a demo today!**
