

**CASE STUDY**

# Identifying PPE Suppliers During the Pandemic

**THE CLIENT:**

A local government agency in  
Arizona

**USERS:**

The procurement team

As COVID-19 swept across the U.S., many local governments were required to take swift action to help support their regional health care systems, schools, and other public agencies by securing sources of personal protective equipment (PPE). A worldwide shortage of PPE, however, made this a very challenging task. The procurement team at this Arizona-based public health provider played a pivotal role in proactively looking to identify providers of gloves, facemasks, gowns, ventilators, and other highly sought-after items needed in its jurisdiction. In addition, the team began to receive calls from foreign firms looking to deliver a wide range of PPE. Many of the firms were not on the team's current procurement list, however, and needed to be vetted to determine if they were, in fact, reputable suppliers.



## Pain Points

To identify sources of PPE to help combat COVID-19, the procurement team wanted to evaluate detailed international trade flows to:

- Monitor overall buying-selling activities for PPE to better understand global trends.
- Identify trusted manufacturers and suppliers of PPE that could serve the region, given the shortage.
- Evaluate the businesses, client rosters, and shipment history of PPE suppliers that had contacted the agency, but were not well known.

The team realized that these types of investigations would be extremely time consuming and wanted to find a provider of supply chain intelligence data that could deliver:

- **A comprehensive database** that captured current trade flows to and from multiple countries.
- **A search capability** to quickly identify particular firms and their product lines.
- **Automated reporting** to share shipment and customer details with other stakeholders in the county.
- **Company profiles** to vet a potential supplier's financial performance.
- **Contact information** at buying firms to further the due diligence of suppliers.

S&P Global Market Intelligence (“Market Intelligence”) was asked to discuss its capabilities in the international trade arena.

**Competition for PPE has increased dramatically as countries around the world look to combat the COVID-19 crisis. The procurement team needed to identify possible sources that could be trusted to deliver a wide range of essential products.**



## The Solution

The Panjiva solution from Market Intelligence brings transparency to global trade through import and export transaction details, with information on buyers and sellers, product descriptions, dollar values, and more. The robust offering would enable the procurement team to:



### Assess detailed import and export data

The platform provides access to over 1 billion transaction records, 13 million company-to-company relationships, and approximately 40% of global merchandise traded by dollar value.<sup>1</sup> The records include importer and exporter company names, product details, dollar values, harmonized international trade (HS) codes, and more.



### Search for specific companies and products

With powerful search and mapping tools on the Panjiva platform, the procurement team could quickly identify particular companies and products of interest. In addition, personalized dashboards provide customized visuals of relevant data, enabling users to automatically see updates as they become available. This would help spot trends in supplier data to bolster the public health provider's supply of PPE.

<sup>1</sup> The assumptions in this analysis are calculated using proprietary algorithms in addition to 2016 Global Merchandise Trade by Value data reported to UN Comtrade, the International Trade Statistics database, by the participating governments. Using a factor between 1 and 0.46, we have made these assumptions as of August 28, 2018, to calculate the global merchandise traded by dollar value.

**Create detailed reports**

Export and import shipment reports for buyers, suppliers, and trends can be automatically generated by selecting a product name and country. Reports include date, shipper, destination, and more.

**Evaluate the business activities of suppliers**

Company-specific details include location, current trading partners, shipping volume year-over-year, revenue, employee count, and more to help assess the size and performance of different firms.

**Contact peer organizations**

Company-specific details enables users to enhance their due diligence of prospective suppliers.



## Key Benefits

Members of the procurement team saw many benefits to subscribing to the Panjiva offering, including the ability to:

- **Save time by automating data gathering** with extensive information on import and export activity around the world.
- **Quickly identify product shipments by company** to evaluate the business models of potential suppliers.
- **Validate the purchasing history of U.S.-based companies** to confirm that suppliers had established relationships with similar government organizations to provide PPE.
- **Use contact information at buyers** to better understand their experience with suppliers.

**Please click [here](#) for more information on Panjiva's trade solution.**

## Contact Us

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