

Supplier 360 helped CINUK prevent supply chain risks and identify which suppliers were good matches for construction projects.



CINUK was founded in 2017 and is a vertically integrated real estate platform (fund raising, land purchase, conceptualization, development, construction management, commercialization, and operations) focused on urban development in Mexico and the United States.

### CHALLENGE

#### Managing a portfolio of over 250 suppliers without a standardized evaluation process.

CINUK’s mission is transforming spaces into experiences that transcend. To deliver this, they depend on a strong supply chain. Before hiring a supplier or contractor, CINUK must verify the commitment and trustworthiness of each of these potential partners.

But without a formal process to evaluate current and new suppliers, CINUK was missing a way to ensure they were hiring and onboarding companies that could work on a construction project safely and successfully.

The result was that CINUK had a constant need to manually evaluate and approve contractors for different projects. Decisions got backed up and delayed, and it was always a struggle for the investigating employee to justify decisions with data to managers, audit teams, and other stakeholders. In an industry where paying suppliers in advance is typical, CINUK was taking on a lot of risk and dealing with lots of uncertainty.

### SOLUTION

#### CINUK was able to assess suppliers in a standardized way using different evaluation workflows and clusters for each project.

CINUK is now standardizing their supplier evaluations using Supplier 360’s customizable workflows. Being able to divide suppliers in clusters for each bid and project makes the evaluation required for each supplier much more manageable.

Decision makers and stakeholders in CINUK are now able to make better decisions faster by reviewing every supplier in each tier on the dashboard.

CIAL Dun & Bradstreet’s business reports, like the Business Information Report (BIR), have also been a game changer for CINUK. They are now able to identify risky suppliers proactively by detecting if they have the experience and financial capacity to start and complete a construction project. Having reliable information from a trusted third party with the scope and capacity of CIAL Dun & Bradstreet allows CINUK to choose the best business partners for building a strong and low-risk supply chain. Without the clutter and the manual struggle of approving contractors in the old way, CINUK is now able to focus on delivering transcendent experiences through the spaces they build.

“Supplier 360 has changed our processes. We are able to make it an essential requirement for someone to be prequalified through the platform before being contracted. It has given us a broader vision into the financial fitness of contractors when entrusting certain projects to them.

*Liliana Echeverría, Contract Manager  
CINUK México*

### How Supplier 360 Benefits CINUK



Platform is fast and 100% cloud-based, allowing them to operate from anywhere.



Different departments in the company can access a single platform with all the information they need.



Quickly identify key at-risk suppliers on the Dashboard.