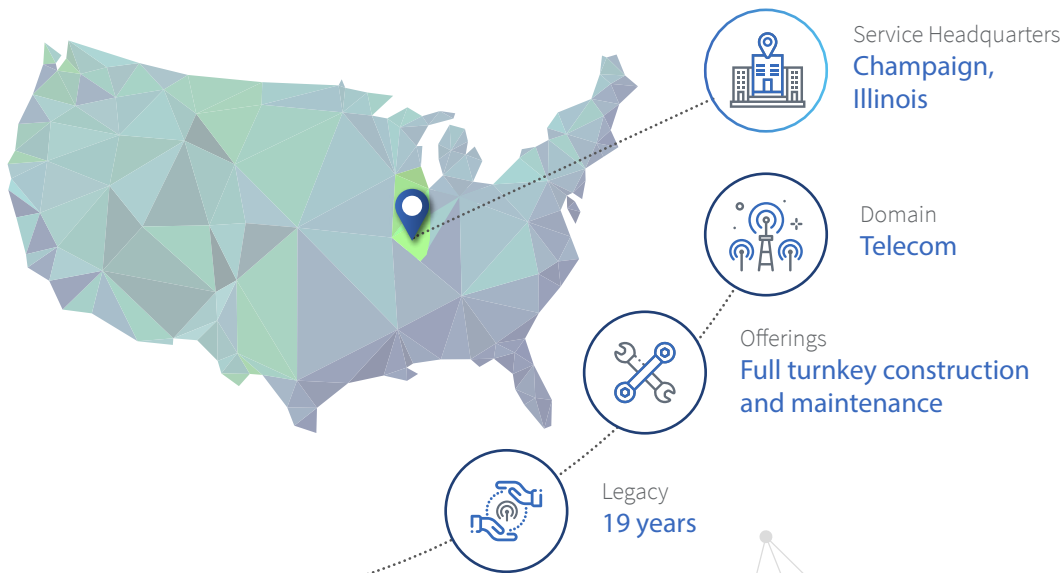


A large satellite dish is mounted on a white structure, pointing towards the sky. The background is a cityscape at dusk or dawn, with buildings and streets illuminated by lights. The sky is a deep blue with some light clouds.

Sabre Industries  
**Seamless  
Supplier Management  
with Avetta's  
Supplier-Centric and  
Data-Driven Solutions**

## About

# Sabre Industries Telecom Services



## Business Challenges

Over the years, Sabre Industries onboarded several subcontractors at various levels of scale to execute their operations. At any given point of time, they had close to 400 subcontractors working for them. Such a substantial number led to significant logistical challenges, which became more pronounced as the processes were manually executed.

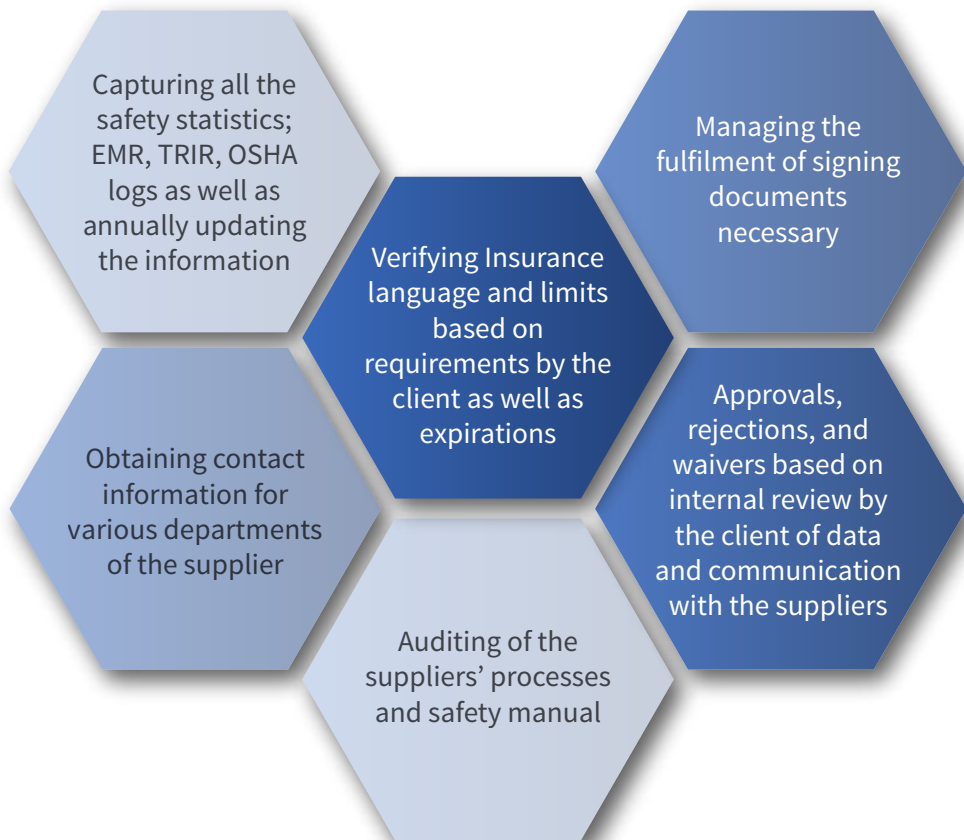
For starters, the volume of documentation for prequalification and regulation of processes; in the form of master service agreements (MSAs), certificates of insurance (COIs), and purchase orders (POs), among others; was immense. Secondly, the entirety of the documentation required close monitoring to detect crucial issues such as suppliers with no MSAs and insurance renewals, and consequently, suppliers issued POs without proper documentation to approve them.

From subcontractor audits to document mailing, monitoring, and maintenance, the processes were manual in nature and overseen by an in-house team. The team was finding it difficult to run the processes for such a vast subcontractor network.

Sabre needed to outsource their supplier management function, not only to save time and effort, but also to avail more seamless and error-free operations for themselves, and greater usability and ease for their subcontractors.

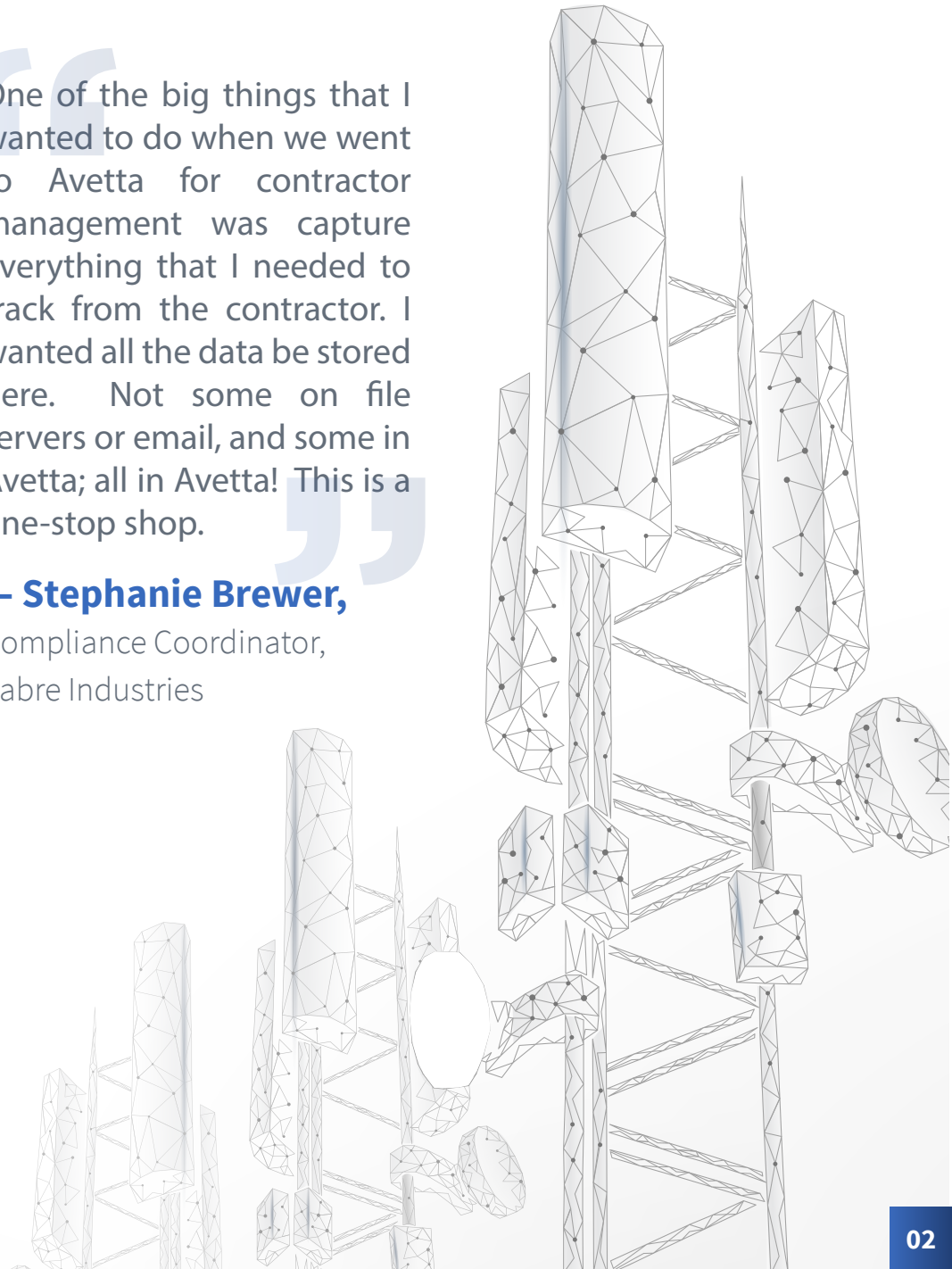
# Solutions Delivered

Backed by their rich history as a prequalified Avetta contractor, Sabre found their answer in Avetta's holistic contractor management solution suite as a client. As their subcontractors operated at different levels of scale, most of whom functioned with a small-scale setup, they needed a system that would offer an easier transformation for every subcontractor. Avetta's solutions included:



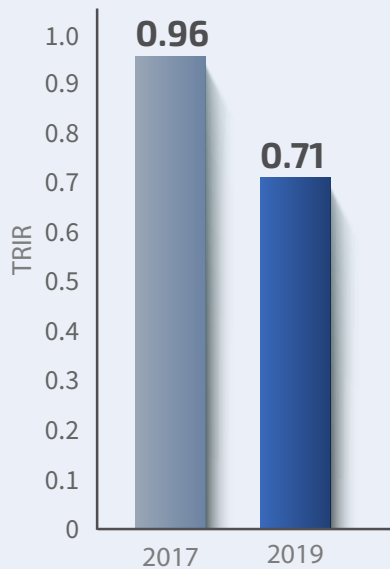
“One of the big things that I wanted to do when we went to Avetta for contractor management was capture everything that I needed to track from the contractor. I wanted all the data be stored here. Not some on file servers or email, and some in Avetta; all in Avetta! This is a one-stop shop.”

— **Stephanie Brewer,**  
Compliance Coordinator,  
Sabre Industries

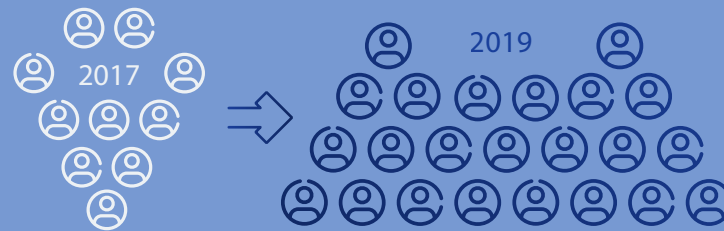


# Benefits Experienced

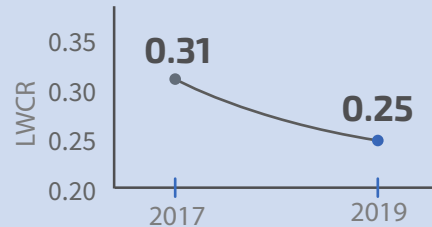
With Avetta's supplier management solutions, Sabre achieved several benefits such as:



Reduction in average total recordable incident rate (TRIR) from **0.96** in 2017 to **0.71** in 2019

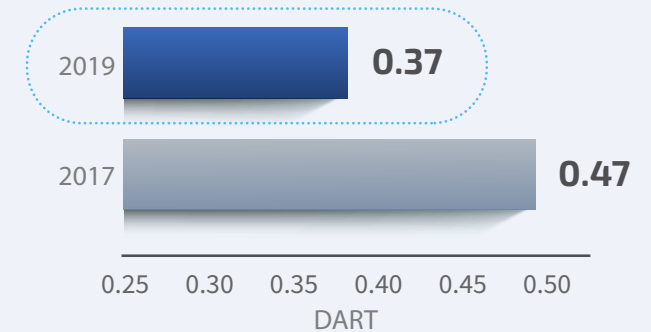


Increase in supplier count by 130% in two years (2017-2019)



Drop in average lost-workday case rate (LWCR) from **0.31** in 2017 to **0.25** in 2019

Decrease in average days away, restricted or transferred (DART) rate from **0.49** in 2017 to **0.37** in 2019



Direct cost savings to the equivalent of any prospective full-time employee





“The biggest thing that I love about Avetta is the team’s willingness, from the products, to insurance, and all the different departments, to work with us like we’re partners. Avetta is an extension of my Risk Management Team.”

— **Stephanie Brewer,**

Compliance Coordinator, Sabre Industries



## About Avetta

Avetta connects global organizations with more than 100,000 qualified suppliers, contractors, and vendors across 100+ countries. We support the continued growth of supply chains through trusted contractor prequalification, safety audits, monitoring, and more. With real results in reducing incident rates, our highly configurable solutions elevate safety and sustainability in every workplace.