



# BravoAdvantage Advanced Techniques

## Deliver More Value for Critical Spend Categories

### Sourcing Challenge

When it comes to your largest and most complex spend areas, you may need to apply advanced techniques in order to see the results that you demand. If you have complex spend areas that have a large amount of spend, an unwieldy number of items, and a considerable number of suppliers, then you know how difficult it is to achieve sourcing efficiency and maximum cost savings. In addition, if these spend areas are strategic to your business, include many stakeholders and involve a complex supply base, then there is virtually no way to succeed without the power of sourcing optimization.

### Our Solution

BravoSolution has been using advanced techniques for over 15 years to help our customers solve some of their biggest sourcing challenges. While many vendors can only offer a simplistic approach to your complex sourcing challenges, BravoSolution applies advanced techniques derived from our practitioner heritage to unlock next level savings. We help your company shift the Request for Proposal (RFP) to a study of the marketplace rather than a simple price collection exercise. BravoSolution's optimization-based scenario generation enables you to handle much deeper and broader data analysis which immediately changes the definition of the opportunity. This approach enables you to:

- Source more subcategories, business units, and/or geographies
- Invite more suppliers
- Allow more proposals
- Study related supply chain behaviors

The speed and power of optimization enables you to dramatically change your proposal collection approach to drive additional value. Customers, for example, who were seeking single digit results are routinely shocked when BravoSolution helped them find 20% and higher savings opportunities.

### Look Beyond the Traditional RFP

BravoSolution can help you find insights by considering the RFP as a marketplace study to reveal solutions beyond what a traditional price-focused RFP can deliver. BravoSolution has a variety of techniques which can be applied to your most challenging categories:

- **Efficient data collection** – one group of techniques are geared toward minimizing supplier inputs and effort. This is accomplished by collecting each piece of data at the right level so that it only has to be communicated once rather than multiple times throughout the process.
- **Proposal generation** – in many cases proposals are automatically built from sets of price input which exponentially increases the number of proposals you can generate
- **Expressive proposal collection** – each supplier gets the benefit of putting forward an array of proposals instead of trying to guess which one or two might make the most sense for the buyer

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## BravoSolution Category Experience

Most Common Categories	Categories Gaining Interest	Other Category Examples
<ul style="list-style-type: none"><li>• Transportation (all modes, geographies)</li><li>• Packaging (printed, flexible, rigid)</li></ul>	<ul style="list-style-type: none"><li>• Strategic MRO</li><li>• Facilities Services</li></ul>	<ul style="list-style-type: none"><li>• Multi-step chemical processing</li><li>• Combined sourcing and blending problems</li><li>• Direct material value chains</li><li>• European mode and network analysis</li><li>• Component rationalization (Packaging)</li><li>• Product Line Review (Retail)</li></ul>

By utilizing Advanced Techniques, BravoSolution can help you address a variety of opportunities including:

- Desire for price transparency (clean sheeting, should-cost modeling) within the sourcing event
- Desire to consider numerous alternatives and substitutes (cross-referencing)
- Handling complicated capacity limitations (tooling, machine, facility, etc.)
- Sourcing an entire value chain or Bill of Material (BOM)
- Moving beyond sourcing (Demand Management, Replenishment, and Component Rationalization)
- Retail Category Management
- Group Purchasing Organization (GPO) modeling

### Look Beyond the Traditional RFP

If you struggle with your largest and most complex spend categories, contact BravoSolution today to find out how Advanced Techniques can help you achieve additional value.

### About BravoSolution

- Leverage Proven Global Results -100,000 purchasing executives across 70 countries and 700,000 suppliers globally rely on BravoSolution products and services.
- Engage the Experienced Team - The BravoSolution customer commitment is to provide exceptional people and smart, proven, cutting-edge processes to ensure customer success.
- BravoSolution has an experienced team of global procurement professionals, equipped to help with organizational transformation and management, implementation, adoption, support, and procurement strategy.
- Connect with a BravoSolution Professional - Learn more about BravoSolution and how we can help you unlock your organization's hidden value and savings throughout the procurement processes.