



BravoAdvantage Supplier Value Management

Putting Value into Supplier Relationship Management

With **BravoAdvantage™ Supplier Value Management**, you gain a comprehensive view of your organization's suppliers across the entire procurement process. This makes every step of the procurement process more efficient and effective.

Deploying BravoAdvantage Supplier Value Management allows you to clearly see summary interactions with suppliers, understand supplier interactions in process, and create fact-based improvement plans for continuous supplier development. BravoAdvantage Supplier Value Management helps your organization build recognition as a vital business function, predicting and mitigating risk while influencing organizational direction, strategy, brand, profits and growth.

A 360° View Across the Procurement Process

BravoAdvantage Supplier Value Management extends beyond basic supplier scorecards to provide you with a comprehensive 360° view across the procurement process into the supplier's information and activities.

Innovative organizations understand the need for an actionable tool to segment suppliers based on such attributes as performance, risk and future development. BravoAdvantage Supplier Value Management takes you to the next level of supplier engagement with information that is accurate, flexible and real-time. Parameters can be changed for deep dives into a variety of supplier segments and scenarios for fact-based decision making plus planning future events.

Are You Managing the Risks That Could Shut Down Your Supply Chain?

BravoAdvantage Supplier Value Management helps you anticipate outcomes by understanding and getting ahead of high-risk supplier scenarios. Real-time visibility across the entire supply chain is necessary to monitor and take action when the warning signs of supply base disruptions occur.

Since not every supplier is created equal, you can also segment the suppliers that are the most strategic and critical to continued supply chain success. To avoid issues before they can occur, focus on your top 20% of suppliers that generate 80% of spend and revenue impact. With every supplier managed with BravoAdvantage Supplier Value Management, you can afford to spend more time on those that need it most. BravoAdvantage Supplier Value Management is the tool to provide you with full supplier visibility, proactive management and collaborative opportunities to anticipate and mitigate volatility and risk.

Deliver Higher Yields

By utilizing BravoAdvantage Supplier Value Management, your procurement teams will have a major impact on your organization's bottom line, earning them a seat at the executive table.

The BravoAdvantage Supplier Value Management's view of suppliers across the strategic procurement process uncovers links to enable leaner processes, faster identification of risk, and quicker response time that maps to the P&L, balance sheets and organizational goals.

217 N. Jefferson Street, Suite 400, Chicago, IL 60661
T: +1 312-373-3100
info-us@bravosolution.com
www.bravosolution.com



Suppliers are fully leveraged to pioneer new ways to improve revenue and growth, and you are positioned to foster new and innovative ideas that can ultimately lead to business growth and profitability.

Unlock Supplier Value

Moving from conventional procurement methodologies to an unlocked procurement approach is critical for driving results in today's volatile, uncertain and extremely competitive marketplace. The BravoAdvantage solution empowers you to advance beyond conventional practices and unlock the true power of procurement. BravoAdvantage Supplier Value Management will mitigate risk, improve compliance and provide visibility into the entire supply base throughout the complete strategic procurement process.

Supplier Value Management

BravoAdvantage Supplier Value Management will improve your strategic decision-making by accessing supplier lifetime value at every stage of the strategic procurement process:

- **Supplier onboarding** – streamlined assessment process to ensure registered suppliers meet requirements
- **Supplier qualification** – capability assessment for business principles, category, process and technology.
- **Segmentation and risk management** – segment your supply base by category, risk and performance management to track supplier performance over time
- **Supplier development and innovation**– foster stronger supplier relationships by correcting poor performance, monitoring compliance and encouraging supplier innovation
- **Supplier 360° end-to-end visibility** – comprehensive access and transparency to accurate and timely supplier events throughout the procurement process

Capabilities

- Configurable supplier portal automating supplier onboarding and activation, including centralized supplier intelligence repository
- Assess suppliers for segmentation, risk and category perspective
- Global supplier 360° visibility in procurement activity and specific business unit assessments
- Measure supplier performance across several dimensions, such as category, contract and multi-tiered
- Third-party business information integration

Benefits

- Utilize supplier information throughout the entire procurement lifecycle
- Faster identification of risk and quicker response time that map to the P&L, balance sheets and organizational goals
- Foster new and innovative ideas that can lead to business growth and profitability

About BravoSolution

- **Leverage Proven Global Results** - 100,000 purchasing executives across 70 countries and 700,000 suppliers globally rely on BravoSolution products and services.
- **BravoAdvantage** - BravoAdvantage is the strategic procurement platform that enables organizations to generate more value, influence innovation and reduce risk. Powered by a unique supplier-focused approach that integrates supplier lifetime value throughout the entire procurement process, BravoAdvantage provides the visibility, insight and transparency required to power and improve every procurement initiative and decision.
- **Engage the Experienced Team** - The BravoSolution customer commitment is to provide exceptional people and smart, proven, cutting-edge processes to ensure customer success. BravoAdvantage is powered by 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 BravoAdvantage and how we can help you unlock your organization's hidden value and savings throughout the procurement processes.

“Easy access to all our supplier-related data within the BravoSolution system brings huge advantages—the ability to search across any dimension, from compliance track record to macroeconomic data, gives us the power of real data that will influence our decision making. It supports our vision of efficiency, innovation and connectedness.”

– Dr. Stefan Zeisel, Head of Regional Procurement, DPDHL

217 N. Jefferson Street, Suite 400, Chicago, IL 60661

T: +1 312-373-3100

info-us@bravosolution.com

www.bravosolution.com

