



BravoAdvantage Services

Procurement Services Designed for Success and Transformation

BravoSolution Services ensure you have the resources you need to achieve your business outcomes. Whether you need support to implement a new BravoAdvantage solution, assistance to help ensure procurement project success, or deep industry expertise to solve complex business problems, BravoSolution has the right services to help drive value throughout your organization and your supply chain.

BravoSolution Services, built on the foundation of years of practitioner experience, deliver the people, process, and know-how you require to ensure immediate and long-term success. Key services offered include:

- **Implementation and Support** – ensure customer success for solution implementation and rollout
- **Organizational Enablement** – drive customer value and benefits realization beyond the initial implementation
- **Advisory Services** – strategic services which are highly consultative and customized for each customer to address complex projects

Implementation and Support

Regardless of the size or level of expertise of the procurement department, many companies face a lack of expert technical or subject matter resources when managing the implementation and rollout of a new procurement solution.

BravoSolution Implementation and Support Services offer a proven, repeatable approach that has resulted in over 600 customers achieving or outperforming their strategic objectives. Our methodology is based on proven best practices and deep practitioner expertise across all aspects of the procurement process. BravoSolution tailors the

approach to meet your business objectives with rapid implementation and to help you start achieving ROI by focusing on the following key processes:

- **Plan** – confirm objectives, determine scope, and align resources and timelines to ensure implementation success
- **Execute** – harness a robust methodology based on practitioner heritage enhanced by process, document and category templates to help drive business value, as well as data collection, cleansing and normalization to ensure the company has the right data at the right time
- **Enable** – provides web-based and local classroom training, and side-by-side event support and fully managed event support
- **Support** – delivers local language support for both buyers and suppliers; buyer enablement services; and supplier support, monitoring and training

Organizational Enablement

Implementation is the first step in unlocking the true power of procurement. Go Live marks the point in time where benefits realization begins. It is only when an organization is enabled via processes and technology that true benefits realization can occur.

Organizational enablement helps companies accelerate and maximize project ROI. BravoSolution Organizational Enablement Services focus on empowering your procurement team to succeed with unlocked processes and tools through:

- **Business Case Development** – set a clear target based on desired benefits

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

T: +1 312-373-3100

info-us@bravosolution.com

www.bravosolution.com



- **Change Management** – align and move the organization towards quantifiable milestones and benefits by guiding the individuals in your organization through change
- **Supplier Discovery and Enablement** – increase potential benefits by expanding the number of suppliers you do business with via proven methodologies

Assisted and Fully Managed Events – a fully assisted, turnkey online negotiation service that provides you with the right combination of technology, resources and services without requiring investment in technology and dedicated resources.

- **Employee Education and Certification** – improve process and technology utilization to increase adoption and maximize ROI

Advisory Services

In the complex world of strategic procurement, organizations often require deep expertise to solve complex business or technology problems in order to drive more value to the organization.

BravoSolution Advisory Services include highly consultative and customizable services that can adapt to solve complex business and technology problems to meet corporate initiatives and drive customer success.

About BravoSolution

- **Leverage Proven Global Results** - 65,000 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.

Advisory Services

Category Strategy & Analysis	<ul style="list-style-type: none"> • Develop long-term category strategy vision. • Identify key levers to implement and shape the category (savings level, supplier base structure, internal changes). • Create implementation plan with KPIs.
Opportunity Assessment	<ul style="list-style-type: none"> • Identify levers to activate supplier rationalization, price alignment, contract/frame implementation, demand management, specification review and related benefits. • Total Cost of Ownership (TCO), savings, potential risks, investment, and team resources.
Supplier Strategy & Development	<ul style="list-style-type: none"> • Identify and assess strategic suppliers. • Key supplier profiling based on activity description, business and volume. • Evaluate performance based on quality, cost, delivery, innovation and relationship. • Areas of development are implemented in a structured plan.
Low Cost Country Sourcing (LCCS)	<ul style="list-style-type: none"> • Assessment of accessible spend to LCCS through category screening in terms of internal constraints, cost drivers (manpower, logistics, etc.). • Develop implementation plans including pilots to a complete recurrent LCCS integrated organization.
Procurement Technology Transformation	<ul style="list-style-type: none"> • Develop a comprehensive transformation map-based on an assessment of existing procurement maturity. • Create goals and implementation plan in terms of procurement practices, spend visibility, and control and savings.

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

T: +1 312-373-3100

info-us@bravosolution.com

www.bravosolution.com

