



# BravoAdvantage Sourcing

Streamline the Procurement Process to Reduce Cycle Times and Achieve Consistent, Valuable Business Outcomes

**BravoAdvantage™ Sourcing** enables you to work collaboratively to build, issue and evaluate sourcing events via a secure online solution. From sourcing the simplest products to complex categories, BravoAdvantage Sourcing streamlines the way you do business, and lowers costs on both sides of the supply relationship.

BravoAdvantage Sourcing is a powerful end-to-end procurement management system that provides a secure, compliant sourcing solution for organizations like yours around the globe. Key features include:

- **Demand Collection** – supports the aggregation of user requirements through request and requirement definition processes
- **Collaboration** – allows teams to work together in a structured way to build out sourcing events
- **Opportunity Advertising** – provides a fast and easy way to promote available opportunities to suppliers
- **RFx Management** – gives you the ability to manage the full end-to-end RFx process, from initial expression of interest to final award
- **Auction Management** – delivers robust auction capabilities to help drive additional value
- **Workflow** – enables each procurement phase to be held together by customer-defined processes

With the BravoAdvantage Sourcing unique blend of features, you are able to improve efficiency, increase productivity and ensure auditability, while simultaneously lowering the cost of doing business for both your organization and your suppliers.

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## Improve Process Efficiency and Reduce Costs

BravoAdvantage Sourcing automates and often eliminates many of the repetitive and labor intensive administrative tasks required to conduct a sourcing exercise. By using templates and collaborative tools, you are able to fast track the creation of your organization's events while continuing to adhere to the latest organizational standards and controls. By providing a single system shared across all buyers and evaluators within your organization, decentralized staff can operate within your policies and procedures to reduce the cost and risk of non-compliance.

BravoAdvantage Sourcing also improves the administration and management of your sourcing events. Whether you are collecting expressions of interest or issuing documentation and communicating with suppliers, the solution allows you to update information in one location and disseminate it out to all participating suppliers. The time spent analyzing bid responses is significantly reduced by automatically aligning responses, scoring closed questions and enabling worksheet-based scenario evaluations of price and non-price criteria.

Ancillary costs associated to the sourcing process (e.g., the cost of printing, copying, paper, postage and delivery) can be completely removed, and these savings can continue beyond the initial life of the event by removing the need to store and archive potentially large physical amounts of documentation.

By streamlining these processes, you are able to provide consistent results while simultaneously freeing up staff to focus on more value-add activities. As a result, end-to-end procurement cycle times can be reduced, which allows downstream benefits to be realized faster than traditional manual approaches.



## Improved Results

With increased efficiencies, you are able to target opportunities that previously would have been difficult to reach.

BravoAdvantage Sourcing enables you to run multiple rounds and Best and Final Offer processes with little additional effort. The ability to move from RFX stage directly to an eAuction stage empowers you to achieve the best value from every deal and avoid leaving value on the table during negotiations.

## Improved Audit and Probity Controls

BravoAdvantage Sourcing includes in-depth reporting capabilities. Reports can provide information on an individual bidding process (such as the number and profile of suppliers that have expressed interest, document download information, message receipt, etc.) or they can be rolled up to provide multi-project status, progress and participation details.

With a few simple clicks, BravoAdvantage Sourcing provides a full, secure audit trail of each event from advertisement and bid creation to contract award.

BravoAdvantage Sourcing has also been designed to support the granular level forensic audit trails to support the highly robust audit information required from sourcing events. This safety net guarantees fewer process challenges and the security of knowing every interaction can be retrieved if necessary.

## Increase Supplier Engagement

Your suppliers also benefit from BravoAdvantage Sourcing. By providing instant access to the required sourcing documents, regardless of their geographical location, your suppliers have the ability to view and engage in opportunities at a time that is convenient for them. The system will also alert suppliers to relevant new opportunities via automated e-mail notifications.

Suppliers can download and submit electronic response documents using the time that would have otherwise been spent on print and postal delivery to complete the response. The ability for the system to prompt them of pending deadlines and to give advice when mandatory requirements have not been completed ensures a more robust set of responses for you to evaluate, which improves the experience for both buyers and suppliers.

A significant amount of flexibility is also given to suppliers to submit and resubmit responses up until the final deadline with an electronic submission process. Suppliers are able to quickly react and adjust their proposals as any new information becomes available, such as clarification messages, close to the deadline.

As a truly integrated solution, suppliers are able to see all of their activities, bid history, results and deadlines in one central location, along with their data from other parts of the BravoAdvantage suite, including awarded contracts and overall relationship status.

## Capabilities:

- Collaborate with stakeholders for event creation
- Follow either an abbreviated or complete sourcing process
- Analyze bids in a side by side fashion
- Detailed price sheet comparison and insights
- Fully integrated into the BravoAdvantage suite

## Benefits:

- Standardization on best practice processes and content
- Bring more spend under management by increasing efficiencies in the RFX process
- Maximize savings with proper approaches
- Immediate visibility into the strengths and weaknesses of supplier bids

## 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.

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