



BravoAdvantage SourcingPlus

Reach Untapped Saving Opportunities by Unlocking Complex Bidding Scenarios

BravoAdvantage™ SourcingPlus enables you to leverage advanced analytical capabilities as part of a complete, end-to-end strategic procurement solution. These capabilities make your sourcing team more effective by providing a much larger set of supplier data to be compared in a repeatable way. BravoAdvantage SourcingPlus is used by organizations like yours with high-spend, strategic categories that have complex requirements involving a large number of stakeholders.

BravoAdvantage SourcingPlus supports you in managing the difficult demands placed on high profile categories that have many variables, while balancing stakeholder requirements and the ongoing pressure to continually improve prices, thus ensuring important relationships are not compromised.

Business Strategy Meets Sourcing

Complex, strategic category sourcing can become even more challenging as the potential for savings increases. Failure to source categories effectively can result in unrealized savings and major supply disruptions for your organization. Forging valuable partnerships with strategic suppliers and striking the perfect balance between sustainable savings and superior service creates tremendous opportunities. Whatever your strategic categories are, BravoSolution knows your business cannot succeed without them, and cannot afford to overpay for them.

A New Paradigm in Sourcing

Best-in-class companies connect complex categories and the business charters to reduce the total cost of ownership for all areas of spend. While lowering initial costs is a given, it is even more important that you make informed decisions based on capabilities and price to secure meaningful and sustainable savings.

To secure these savings, your sourcing team needs to integrate many dimensions of information from areas well outside your domain. For example, if non-price factors such as diversity or sustainability are part of your company's corporate social responsibility initiative, those factors can and should be part of your sourcing strategy. The volume and variability of the information associated with this renders common e-sourcing tools or spreadsheets useless for the collection and evaluation of proposals. A new approach to sourcing is imperative to unlock these complex categories.

BravoAdvantage SourcingPlus, a combination of technology and supply chain expertise, will provide your sourcing team with the visibility and flexibility needed to make informed choices based on the best allocations of your business, while balancing suppliers' pricing and capabilities with your business constraints and preferences. Rather than fighting over supplier margins, BravoAdvantage SourcingPlus enables you to work effectively with suppliers to drive cost out of the system in order to generate incremental and ongoing savings for your business.

Improved Decision Making

Critical sourcing events are often an ideal time to re-evaluate choices. Customizable scenario generation integrates your business rules and evaluates unlimited sets of assumptions, preferences and requirements. Your sourcing team receives a multi-faceted analysis of the tradeoffs of cost, as well as operational impact, supplier transition and more. This analysis forms the basis of consensus for selection, appropriate negotiation strategies, and how to drive implementation. The result is optimized award allocations that meet business requirements and maximize suppliers' capabilities.

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The Best RFX for the Best Answers – SourcingPlus Categories

The design and management of the detailed, expressive proposal requests required to effectively source strategic categories has long been tedious, manual, and fails to get the best information even after multiple tries.

BravoAdvantage SourcingPlus has a category-specific RFX tool which enables you to quickly launch customized sourcing events, with built-in, category-specific dynamic pricing structures. This flexibility enables your team to easily indicate where significant savings could be achieved through greater collaboration, modifications to specifications, changes to operating procedures, and more. With capacity restrictions collected separately from pricing, you determine how to best use suppliers' available capacity, and in turn, suppliers don't have to limit their proposals to match an inflexible template.

Dashboard Streamlines Category Management – SourcingPlus Categories

Supplier selection is just the beginning of your supplier relationship. Today, you must monitor and act to ensure expected results are realized, savings are sustained and improvement continues.

BravoAdvantage SourcingPlus links disparate data sources and fosters communication among all effected parties with customizable, easy-to-read ad hoc reports. It provides comprehensive category views to aid in making sourcing decisions; managing contracts; reporting supplier volumes and performance; understanding changes in demand; and monitoring ongoing supplier relationships based on defensible data points.

Capabilities:

- Designed for complex categories
- Expanded proposal collection (e.g., non-price criteria, advanced price collection, business rule factoring)
- Expressive bidding techniques (e.g., volume incentives and alternates/substitutes)
- Optimization-enabled scenario management/analytics
- Simplified analysis of quantitative and qualitative data
- Fully integrated into the BravoAdvantage suite

Benefits:

- Increase number of quality bids
- Improve award decisions & financial performance
- Quantify choices through transparency to the hard costs of each of those choices

- Harness the analytical power of optimization while enjoying the benefit of complete, end-to-end supply management

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.

"Market-Informed Sourcing is a Game Changer for Procurement. It allows the procuring organization to open up options to the market, instead of narrowing down options, which is the core of traditional Category Management. That enables the market to reflect back true economic factors in a manner that benefits the customer [buyer]."
– Peter Smith, Spend Matters, "Market-Informed Sourcing"

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