



# BravoAdvantage Spend Analysis

## Take Control of Spend to Manage Costs, Compliance and Risks

**BravoAdvantage™ Spend Analysis** has been refined through years of experience via the implementation of best-practice strategic sourcing processes and technologies to provide insightful and actionable spend analysis to drive immediate and quantifiable improvements in total costs. The insights provided by BravoAdvantage Spend Analysis enable organizations like yours to reduce costs, increase efficiency and maximize the negotiated benefits for procurement initiatives while also realizing new opportunities such as improved supplier payment terms and catalog pricing compliance.

While spend analysis has traditionally focused on spend or purchasing data, today's organizations also need to combine traditional purchasing data with additional organizational data such as revenue forecasts and external data such as industry and market forecasts, metrics, and indexes. Analysis against this expanded data source enables procurement to deliver significant insight into the overall business.

Because many procurement departments lack the resources, time and technical expertise to thoroughly consolidate, analyze and manage their spend data, they often have a significant amount of missed savings throughout their organization. The challenge is that the data required for spend analysis is often located in multiple systems and category classifications across disparate parts of the organization. Consolidating this data in a single place and in an easy-to-understand format can seem like a significant challenge without the right tools—but hidden in that data is the procurement intelligence needed to drive significant savings to both lower costs and improve organizational efficiency.

If you lack the ability to analyze and manage spend data in your organization, you are missing a tremendous opportunity to identify and drive total cost savings and take advantage of untapped opportunities throughout your organization.

### **Achieve Your Goals with a Single View of Spend Data**

The biggest challenge associated with spend analysis is gathering spend data from a variety of sources, placing it into a common format that facilitates analysis, and then making the process repeatable and actionable throughout your organization. BravoAdvantage Spend Analysis provides the ability to aggregate spend data from multiple disparate systems; cleanse, enrich and classify the data into a common classification structure; and perform multi-dimensional analysis. The analytics supported by this improved data enable you to identify saving opportunities and correct compliance breakdowns to ensure you realize your negotiated savings goals.



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## Improved Compliance and Decision Making with Visibility and Analytics

Because of the complexity of data sources, you have limited visibility into your spend data, which restricts your ability to maximize supplier relationships and improve your purchasing efficiency. In order to get the most out of contractual relationships, you must be able to measure compliance against negotiated contracts.

BravoAdvantage Spend Analysis helps you quickly and easily identify and rectify non-compliance of contracts by providing global visibility across your organizations' spending trends. The solution features pre-configured analytics to identify savings and compliance opportunities across goods and services; knowledge driven auto-classification to a personalized category tree; and easy to navigate, actionable analytics which are specific to individual user roles and their unique requirements. These features enable you to determine appropriate actions based on specific market conditions, as well as to establish and maintain stakeholder confidence based on data specific to their needs.

### BravoAdvantage Spend Analysis

BravoAdvantage Spend Analysis will improve strategic decision making based on accurate and actionable spend data aggregated from across your entire organization, and will help you:

- Monitor spend to identify patterns on which you can act
- Identify product, service and organizational rationalization opportunities
- Leverage and rationalize suppliers to optimize your supply base
- Capitalize on purchase price variance savings opportunities
- Aggregate demand across your organization
- Combine your spend data with industry or market metrics
- Monitor and improve supplier payment terms
- Maintain contract compliance by actively monitoring off contract spend

### Capabilities

- Extract spend data from multiple, disparate systems and formats
- Consolidate, validate, cleanse, enrich, group and normalize spend data across your organization
- Manage a savings or efficiency investigation
- Knowledge-driven auto-classification to a personalized category tree
- Easy to navigate, actionable analytics specific to user roles and their challenges
- Fully integrated into the BravoAdvantage suite

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### Benefits

- Global visibility across your organization's spending trends provides accurate leverage analysis
- Pre-configured analytics identifies savings and compliance opportunities across goods and services
- Determine necessary actions based on market conditions
- Stakeholders gain confidence in data accuracy and analytics specific to their needs

### 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.

*"Enterprises using Spend Analysis tools have been able to achieve 5%-20% cost savings for each new dollar of spend under management."*

- Aberdeen Group

