



BROWN

The breadth of strategic sourcing at Brown University is vast, covering facilities, covering facilities to IT to dormitory furniture and everything in between. The university's initial use of Vendorful was limited to RFPs. Having built their process around Word, Excel, and email before adopting Vendorful, the strategic sourcing team has since been able to save time and eliminate "busy work" like response aggregation as they sourced a broad array of products and services including steam trap repairs, classroom technology, and fitness equipment.

Brown has been able to run sourcing events across a broad and growing swath of categories. In addition to reducing cycle times and eliminating significant manual data entry, Brown has leveraged Vendorful to get stakeholders involved in their RFPs. The best sourcing outcomes come from events that leverage the input and subject matter expertise of the stakeholders rather than relying solely on the strategic sourcing group. Once incorporated into a sourcing event, these stakeholders can leverage an array of collaboration features ranging from team chat to real-time multi-user editing. As a consequence, Brown is able to engage its stakeholders from across campus to participate in sourcing events.

The resulting savings from each event have more than fully covered the cost of the university's Vendorful subscription."

Winning Features:

- ✓ Self-serve model
- ✓ Point-and-click simplicity
- ✓ Stakeholder engagement
- ✓ Collaboration

VENDORFUL HAS TRANSFORMED SUPPLY CHAIN OPERATIONS AT:

KLEIN TOOLS

Have seen the following:

Vendor Management

- + Klein Tools developed a team for Vendor management & sourcing.
- + Improved contact database exponentially.
- + Supplier data is now all stored accurately and efficiently.
- + Easier to onboard new staff.
- + Now able to collaborate with vendors to make sure all data is accurate.
- + Ability to search across any input point on vendors.

RFQ

- + RFQ analysis and review process became easy and quick – with excel the compilation was so time consuming.
- + Vendorful made it a click of a button.
- + Klein mastered the ability to plan and manage the supply chain.
- + Ability to build notes, decisions and trees – all seen across the organization.
- + Supply chain team could easily codify decisions.
- + Deepened accountability across the organization.
- + Provided full transparency across the organization.
- + Procurement team developed the ability to manage personnel transitions and scale in the right way.



Ravenswood have been able to:

- + Ravenswood was able to redeploy 3 full-time headcount to other operational roles rather than vendor evaluations.
- + The time taken for Vendor evaluations was cut by 9X – that's right a 7 hour process became a 40 minute process.
- + Data was automatically carried forward from years to years.
- + Transparency was created throughout the organization and all evaluations were standardized.
- + Ravenswood can work with underperforming vendors to improve performance and save money, based on vendor scores and indexing.
- + Their processes became more standardized, transparent and well-documented, drastically reducing the time and effort that goes into their annual ISO review process.
- + Ravenswood is able to onboard suppliers rapidly



Wins for QVC include:

- Significant Time Savings on RFPs
 - IT Procurement Team
 - o RFP drafting reduced from 2 weeks to 2 hours
 - Non-IT Procurement Team
 - o RFP drafting reduced from 4 days to 30 minutes
- Internal engagement scores reveal dramatic increase in company-wide satisfaction with procurement
- Streamlining and automation beyond RFPs: contracts, reverse auctions, savings tracking, vendor onboarding and data management

ROI:

Key Metric Improvements

- + Team of 4 to 1.
- + 1 Vendor to evaluate and go to stakeholders and into an excel – 7 hours down to 40 minutes/hour