VendorPanel

SaaS Procurement Platform
built on Azure

Simplify and Transform Procurement

VendorPanel

Challenges

Organisations struggle to:
- Control decentralised sourcing
- Aggregate procurement (eg across government)
- Use procurement to support policy goals

- 40-60% of sourcing is decentralised & lost in mail (source: ArcBlue whitepaper)
- Lack of transparency: risk
- Social procurement & 'buy local' are major policy objectives in gov & corp

Ideal Solution

Integrated Source-to-Contract platform
- Secure, high availability cloud
- UI drives buyer & supplier adoption
- Drives social & local impact
- Intelligent analytics & insights

- Consolidates sourcing from local & certified social impact suppliers, prequalified & preferred supplier panels, and sector collaborative contracts
- Enables Social Procurement Frameworks

Desired Outcomes

Transform decentralised procurement
- Reduced financial and probity risk
- Greater value and savings
- Measurable social & economic outcomes
- Data- & insight-driven optimisation

- Proven with 1,200 Govs and Corporates
- 9.74% Cost Avoidance (audited data)
- 84% of spend goes locally (audited data)
- 2.5 hrs saved per quote (client study)

VendorPanel: Source-to-Contract platform built on Azure

VendorPanel

Reduce risk in decentralised procurement & drive policy outcomes

Increased Value

- Create competitive tension in all sourcing activity
- Enable collaborative sourcing across sectors, groups or regions
- Optimise use of preferred suppliers
- Save 2.5 hours admin per sourcing event

Governance & Probity

- Drive compliance with regulations or policy
- Provide a framework for efficient org-wide procurement
- Generate audit trail of every sourcing event
- Create supplier confidence in procurement processes

Insights & Control

- Identify opportunities to improve category spend management
- Analyse supply chain capability; build resilience & diversity
- Automate admin of tenders, contract management, compliance documentation

Positive Social Outcomes

- Access verified social marketplaces such as Supply Nation, BuyAbility, Social Traders
- Drive spend, measure impact at State or community level
- Develop supply chain capability in key sectors / geographies

"There was no configuration to do, setup was a clear, step-by-step process and feedback from agencies, departments and suppliers tells us that the user experience is great."

\- Victoria Government Technology Procurement Group

By putting clients in control of all decentralised procurement (tenders, preferred suppliers, marketplaces) in the secure and scalable Azure cloud, Microsoft and VendorPanel transform this key function. Helping budget-holders find and engage with suppliers easily and efficiently gives clients greater value and reduced compliance risk, while delivering against policy goals.

Solution Alignment

For Executives

Senior Enterprise, State Government and State Agency managers will know that decentralised spend is managed efficiently, with reduced legal, financial and reputational risk.

For Procurement Teams

Procurement teams get tools, data and insights to drive best practice while allowing departmental managers to get on with operational procurement.

For Economic Development

Economic development professionals can leverage mainstream procurement spend to support social procurement, regeneration, and other programs - and can measure results.

Successfully used by single agencies, or on a Whole-of-Government basis

VendorPanel

Parks VICTORIA

Operates a decentralised model. Procurement was delegated to local managers, with limited visibility and control.

- Processes loosely defined, difficult to monitor
- RFQs and supplier selection lacked oversight
- Buyers struggled to find specialist providers
- No formal panels or preferred supplier arrangements
- Access only to historic spend data, with few real insights

➔ Rapid implementation in January 2018 allowed a new Head of Procurement to show concrete progress on a path to change

➔ 750 buyers + 2,000 suppliers on-boarded in two months and 1,000+ RFQs posted in the first four months

➔ New insights quickly drove strategic decision-making

➔ Once major spend categories were identified and understood, panels of preferred suppliers were set up in line with best practice, providing improved value to Parks

VICTORIA State Government

After inviting EOIs from a dozen vendors, Vic Gov replaced SAP Ariba with VendorPanel in 2017.

- First categories implemented: eServices and IT Infrastructure, allowing buyers to go to market and award contracts
- Now Sole Supplier for eProcurement: any Dept or Agency can licence VendorPanel without having to go to market
- Vic Gov has since selected VendorPanel to deliver its Whole-of-Government Social

➔ $81.49m in non-Tender eServices procurement was managed in the first 12 months.

➔ Benefits seen by Victoria Government have included:

- Organisation-wide reporting and analysis of procurement
- Efficiency in supplier management through handoff of registration and automation of compliance monitoring
- Reduced need for staff to support Buyer queries