

DATASHEET

# Switching your eSourcing to Keelvar

Learn how Keelvar supports customers who are making the switch from an existing e-sourcing tool or a first-generation sourcing optimization product

# What Drives the Switch?

Customers who need to create more value through their sourcing strategy may be re-evaluating their current eRFP and sourcing tools. The e-sourcing product selected in the past may no longer keep up today as business needs evolve and new challenges emerge. Changes in procurement priorities coupled with the availability of technology innovations may drive teams to consider best-in-class offerings like Keelvar.

Our team is ready to best support you when making such a switch. We focus on areas that are most important to you, as well as where untapped or under-performing benefit opportunities most likely reside.

## Ranking Exercise:

To help us apply our best practices methodology for your specific switch, please indicate how these common challenges with existing e-sourcing tool(s) rank for you in terms of importance to address:

(H = High; M = Medium; L = Low)

- Usability and adoption issues
- Inflexible supplier bidding options
- Cumbersome event setup and configuration options
- Need optimization beyond only lowest-price decisions
- Lack of scalability to handle larger, complex events
- Lack of visibility to product roadmap
- Integration difficulties
- Customer support concerns

# Methodology: How Keelvar Supports Your Switch

Keelvar has been helping global customers across all industries migrate to our SaaS-based platform and bring advanced optimization ROI to a broad range of their spend categories and sizes -- from annual strategic RFPs to reactive spot bids.

There are important considerations when making the switch from a standard e-sourcing tool or other sourcing optimization product to Keelvar, but Keelvar has proven experience in making that transition as smooth as possible. With Keelvar, you can choose to start small, start sustainably, and first learn to apply the basics – and we can help you with broader rollouts too.

Our team will first review where things are today for your team, and then develop a transition plan for onboarding your team, your bidders, and your sourcing events. From there, we continue to support you with ongoing improved use of our solutions:

## Review

Assessment of status quo

- Assess your team's readiness
- Review current sourcing strategy
- Check existing bid sheets and event templates

## Transition

Your sourcing events in Keelvar

- Onboard users and train your team
- Recreate bid sheets in Sourcing Optimizer
- Set up sourcing events

## Improve

Better sourcing events with Keelvar

- Train key users and category champions
- Enhance bid sheet design for sourcing optimization
- Elaborate potential for autonomous sourcing

# Key Milestones:




## #1: Start with Building Simple Templated Events

*Flexibility and usability that are central to the design of our tool enable a quick start of the transition without a lengthy implementation project*

- By simply uploading your existing template file, our automation workflows use AI and NLP (natural language processing) to intelligently and rapidly recreate your bid sheet in our platform.
- We also offer Managed Event Services as an option, if you'd like our team to do most of the heavy lifting for certain categories or specific events.

## #2: Ready Your Suppliers

*Suppliers easily adjust to making the switch, thanks to our supplier-friendly user interface and flexible bidding options that allow them to submit optimal offers.*

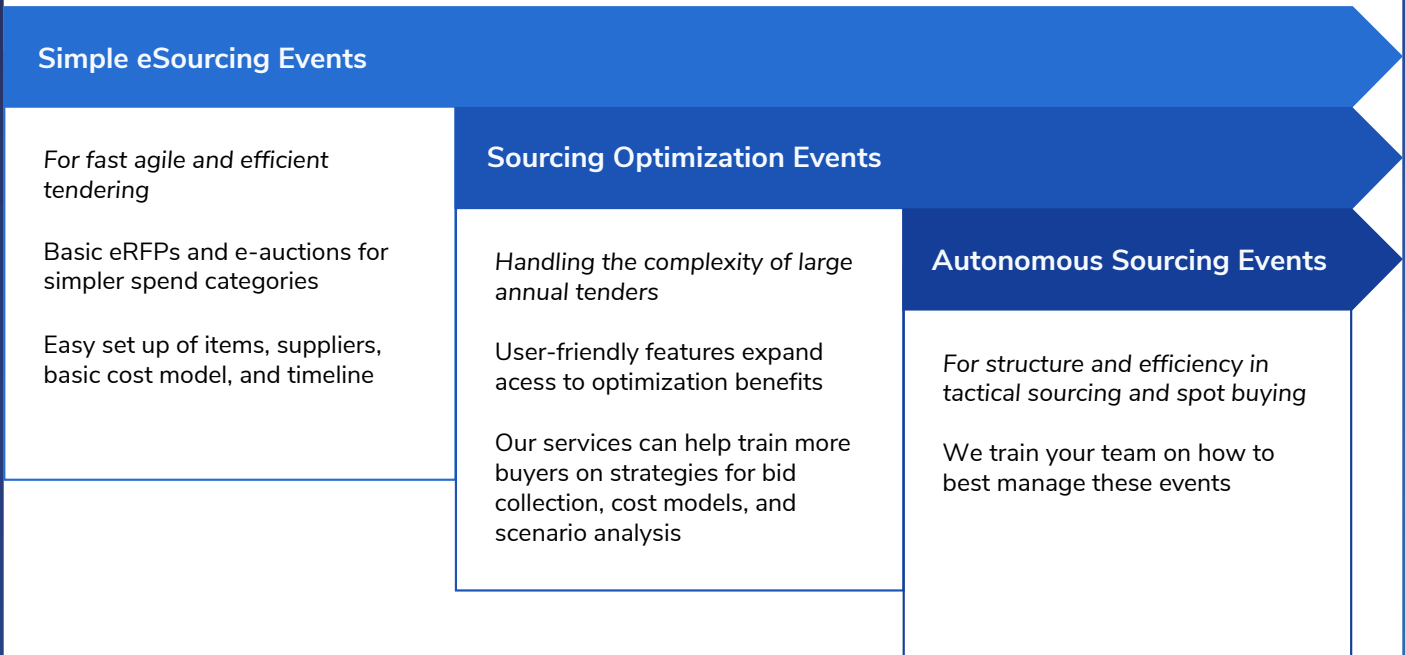
- In just 3 steps, they are ready to bid:
  -  Click the link to the online event.
  -  Create / enter password.
  -  Fill in their details.
- We offer suppliers in-app user guidance and a Bidder User Guide.
- Many of your suppliers may be already working with Keelvar through our existing customers.

## #3: Progress to More Complex Events with Scenarios

*Keelvar offers a category-agnostic solution designed to handle different complexities of sourcing initiatives.*

- Some spend types – and the buyers who manage them – may need only a simple eRFP or e-auction for their events.

- Other sourcing events may benefit from more advanced, flexible and creative bidding and optimization, or are ideal targets to add the efficiencies of intelligent automation.
- Keelvar helps you support the range of these event needs and helps you get more benefits from sourcing optimization and time savings:



#### #4: Manage the Success Plan

- Our professional services and success team members have long-standing experience supporting procurement and strategic sourcing teams.
- If preferred, our team is equipped to assist you throughout your onboarding process and provide ongoing support as you further your adoption with Keelvar.

# Keelvar's Commitment To You

At Keelvar, we're focused on providing a modern, easy-to-use solution that can be adopted more broadly than legacy sourcing optimization tools. Our Sourcing Optimization and Autonomous Sourcing products are developed and powered by experts who are dedicated to delivering a high level of customer satisfaction, while our agile product development means we can swiftly respond to user needs and market trends with regular enhancements.

The future of procurement is changing rapidly, and by switching to Keelvar, you are positioned to take your sourcing process to the next level with the help of a best-in-class, innovative solution partner with a strong customer focus.

“Keelvar's powerful and intuitive tool, coupled with best-in-class customer support, makes for both an efficient and rewarding experience. Only regret is not finding this tool sooner!”

**Mike Bonino Global**  
**Operations Manager Berlin Packaging**