

Project Timeline		Weeks 1 - 4			Weeks 5 - 9			Weeks 10 - 13		
Provident Service	Spend & Specification Data Collection	Client Needs & Interests Survey	Nomination of Suppliers to Include in Right Sourcing project	RFI (Request for Information)	RFQ (Request for Quotation)	Analytics	Supplier Feedback & Down-selection	Business Award Confirmation	Business Award Implementation	
Description	Comprehensive data collection tools, appropriately detailed for spend category under review	Depth of sourcing leader experience allows survey of critical needs and interests across client functional groups. Knowledge of current industry practices facilitates development of service and support wish list.	Extensive data base of suppliers organized by category, region and performance in past Right Source projects used to nominate suppliers for inclusion in each new project	Multi-format supplier inquiry customized for client needs and designed to differentiate supplier service potential	Detailed Request for Quotation, with complete specifications and spend profiles, organized by item groupings and locations where used	Graphic and tabular presentation of supplier RFI and competitive rankings. Shown by material sub-category, region, plant and in total, allows evaluation of opportunities tied to varying degrees of supplier change.	Using analytics and team coaching, facilitated review of supplier responses leading to down-selection and consensus on supplier finalists.	Development of Supply Agreements, capturing financial elements and all aspects of support and service committed by suppliers	Managed distribution of business award confirmation, with associated price listing across client locations	
Provident Advantage	<i>By "getting it right" up front, the sourcing process can proceed without time-consuming delays. Suppliers respond favorably to complete information in the bid process.</i>	<i>Provident's experience leads clients to assess current needs and what will enable them for future growth.</i>	<i>We bring the best-fit suppliers to the sourcing process.</i>	<i>By asking the right questions from the start, the sourcing process can proceed with best-qualified suppliers.</i>	<i>Our RFQ's, built on complete and accurate data, elicit the strongest competitive attention from the supplier base.</i>	<i>Provident bid analytics present creative and optimized award scenarios - sensitive to the realities of business transition costs.</i>	<i>One of Provident's strongest sourcing tools, the feedback/rebid process has consistently generated the strongest final results.</i>	<i>Provident-drafted supply agreements maximize current and future value to our clients.</i>	<i>Supply agreements and price structures are managed, distributed across supplier and customer bases</i>	
Client Resource Requirements	2 - 4 Hours	2 Hours	1 Hour	2 - 4 Hours		4 - 8 Hours	2 - 3 Days	1 - 2 Days	TBD	

Web Based Sourcing Platform	Sourcing Project Time Management	Post Award Cost Management
<p>Customized web platform serves as repository for all elements of sourcing project, including RFI, RFQ, analytics, contact information and communications</p> <p><i>The Provident Sourcing Platform is without equal in terms of ease of use, its capture of spend metrics and communications, (un)limitation on number of items, suppliers, currencies or languages. It is simply the best.</i></p>	<p>Focused, experienced resources - enabled by web-based sourcing platform - allow delivery of sourcing results in shortest possible time frame</p> <p><i>Our experience and focus deliver results in the shortest time frame - typically 90 days or less.</i></p>	<p>Comprehensive cost review, formulaic methodology for dealing with underlying raw material cost changes</p> <p><i>Provident can deliver unprecedented cost reduction today and also provide stringent cost management going forward.</i></p>