



Proposal Comparator

A PwC Product



Automating processes
and providing effective
results

The challenges



Inaccurate need analysis

The technology solution procurement process starts with need analysis. This involves outlining the features needed and organising them according to priority, as these factors directly influence the cost of the procurement. Since the client is doing this for the first time, this increases the risk of having an inaccurate need analysis.



Procurement timeline

The procurement timeline for the new solution items takes at least 3–6 months to gather all the information and prepare the request for proposal (RFP). This affects the organisation in a time-sensitive, highly competitive and ever-changing business scenario.



Lack of visibility

There is always a lack of visibility with respect to procurement items and their stages for the senior management and other stakeholders.

About Proposal Comparator

Most organisations aim to achieve maturity by leveraging suitable options available in the marketplace. These options can be in the form of a system or a service. The purpose of building this platform is to cater to organisations by helping them select the right system or service and achieve objectives effectively.

PwC's Proposal Comparator automates the process of soliciting proposals, comparing proposals and providing results for the clients.

Key objectives

Increase utility of the platform.

Increase evaluated system coverage.

Increase maturity of functional and technical requirements by function, geography, scale and type of solution to help in identifying quantifiable differences between the solutions.



Value proposition

Features

Efficiently delivers solution evaluation services to the client

Provides the client with the ability to self-select the requirements

Allows the industry to mature and provide further contextualised services to clients

Benefits



Time and cost taken in procurement cycle

The tool reduces the cost and time taken in the procurement lifecycle by automating the standard processes. Moreover, it leverages PwC's industry database of questions and experience concerning vendor selection to formulate the most optimal functional requirement specifications (FRS) for the client-specific industry.



Tracking

This solution enables tracking across all launched requests for proposals (RFPs) and provides visibility to all the layers of management – i.e., from an overall view to an individual RFP.



Paperless

This tool helps in reducing the e-mail and spreadsheet management and complies them into one database which can be used in subsequent procurement activities.



Dashboarding

The tool provides a single unified dashboard that provides insights into all vendors and their respective positions and functional areas, which facilitates quick decision making.



Case study: Digital transformation for a leading analytics firm

Context

The company was started in 2013. It had 2.5x growth since its inception and is now at an employee strength of 2,300. They have offices in the US, Canada, UK and India and will soon be opening offices in the UAE, the UK and Singapore.

From market play perspective, they have solution areas including artificial intelligence (AI), machine learning, data analytics, conversational AI and IT infrastructure.

The company intended to undergo digital transformation, enable composable architecture, and build capability to sustain and achieve further growth.

Solution

PwC was engaged with the client on multiple dimensions and aligned its team to focus on control, automation, insight and experience.

PwC bought in experienced professionals from multiple practices and worked with the client understand the baseline and assess the landscape and operating model in a comprehensive manner.

Tangible client benefits

- Identified opportunities for improvement.
- Built target state architecture.
- Analysed personas and experience journey.
- Conducted sourcing of core application and identified satellite solutions.
- Helped in identifying the roadmap for implementation.

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Data Classification: DC0 (Public)

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SG/March 2023/26536