



Commerce Decisions

The AWARD[®] suite

20

years supporting strategic projects



\$500bn

projects supported



96%

client retention



40%

average time saved



Strategic procurements may represent only 20% of procurement transactions, but often account for 50% of annual spend and 90% of procurement risk. With innovative best practice modules to enhance the core evaluation capability, Commerce Decisions' AWARD[®] suite is proven to deliver time and cost savings, confidence, efficiency and transparency.

Commerce Decisions is at the forefront of best practice procurement, having supported over \$500 billion of procurement spend globally. It has conducted original research and gained extensive experience on hundreds of strategic projects. Since its formation in 2001, Commerce Decisions has remained focused on supporting complex, high risk evaluations. This niche area of the procurement process is often overlooked; and the importance of getting it right is often undervalued.

The AWARD[®] evaluation solution offers a unique focus and depth of functionality to support strategic evaluation with a structured, robust and transparent approach. AWARD[®] has been continually developed and enhanced to meet the increasing demands of the ever-evolving

procurement sector. The AWARD[®] Suite draws on the unparalleled expertise and experience of our services team; delivering an innovative set of modules to sit alongside the existing core Evaluation and Dataroom functionality.

These include SCD (Structured Criteria Development) and RVfM (Real Value for Money) modules which embed our best practice thought-leadership into the solution set; offering a unique capability to ensure the best possible outcome to your procurement.

AWARD[®]'s integration capability will enable integration with existing systems and for AWARD[®] to be deployed as part of a best of breed tool set.

"AWARD[®] performed above and beyond our expectations."

Johnathan Curnock, e-Enablement Manager, NHS Commercial Solutions

Plan

Prepare

Execute



Procurement solutions to deliver the best possible outcome

The AWARD® Suite

A new innovative solution set which builds on the core AWARD® Evaluation, Dataroom and Interaction modules to deliver our proven SCD and RVfM methodologies. The AWARD® suite of modules delivers the most comprehensive strategic evaluation solutions on the market.



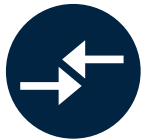
AWARD® Evaluation

- ▶ Conduct robust, transparent evaluations
- ▶ Work collaboratively
- ▶ Supports best practice processes
- ▶ Controls risk
- ▶ Reduces time to contract
- ▶ Enables real-time reporting
- ▶ Delivers efficient bidder debriefs



AWARD® Dataroom

- ▶ Offers secure, resilient storage of data
- ▶ Allows suppliers secure, controlled access to project documentation
- ▶ Provides document management with folder structure
- ▶ Ensures secure communication with suppliers



AWARD® Interaction

- ▶ Allows secure document transfer
- ▶ Enables bidder access to tender documents
- ▶ Allows bidders to respond on-line and submit their bids electronically
- ▶ Supports clarifications and issues management processes



AWARD® SCD*

- ▶ Built-in process steps to enable buyers to develop a robust criteria set
- ▶ Links criteria back to internal sources for full traceability
- ▶ Supports identifications, recording and assessing of dependencies and risks
- ▶ Provides structure to record the evidence required and formulate evaluator guidance
- ▶ Allows buyers to perform sensitivity analysis to ensure an appropriate scoring scheme and weightings are applied



AWARD® RVfM**

- ▶ Helps buyers to avoid the pitfalls of commonly used methodologies for determining VfM
- ▶ Provides buyers with techniques for defining VfM and undertaking sensitivity analysis
- ▶ Ensures a robust ranking for each bid
- ▶ Provides bidders with a transparent scoring mechanism



Integration Capability

- ▶ Ability to easily import/export to/from existing eSourcing suites and back office systems as required. Full integration with other systems can be considered on a case by case basis.

* Structured Criteria Development (SCD)

** Real Value for Money (RVfM)

These modules are both currently delivered as part of a services-led package.