

# Brooklyn Vendor Assurance

Increase Contract Value, Optimise Vendor Management

## OVERVIEW

Organisations are becoming more dependent on their suppliers as they increasingly outsource capabilities critical to their business function, ultimately driving value and competitive advantage. Brooklyn Vendor Assurance (BVA) is a cloud-based bank-grade-secure SaaS platform designed to automate and scale Vendor Management best practices for

enterprises spanning all major industry sectors and business verticals, including Financial Services. Our revolutionary approach coined “VendorOps” eliminates the cost, time and complexity of traditional point tools that supplement ERP/P2P suites, enabling clients to deploy within days whilst realising step-change improvements in Supplier Relationship, Contract,

Risk, and Compliance Management in weeks. BVA seamlessly coordinates and digitises all activity across Procurement, Vendor, Contract, Service, Risk, Compliance and Sustainability teams, automating work and empowering vendor management functions to know what needs to be done next, with which suppliers, to achieve transformational results.



## CHALLENGES



### Poor Visibility

Delay in extracting relevant terms from existing contract negatively impacts assessment of contractual performance



### Analogue Processes

Governance and policy is typically driven by people-based processes prone to error and limited in scope, with 40 - 60% time lost due to inefficiency



### Transactional Partnership

Low-level of transparency and restricted information sharing between customer and supplier, resulting in a lack of trust and accountability, limiting innovation and stability.



### Value Leakage

At least 10% contract value is leaked due to inadequate enterprise vendor management practices and processes across the organization

## SOLUTION

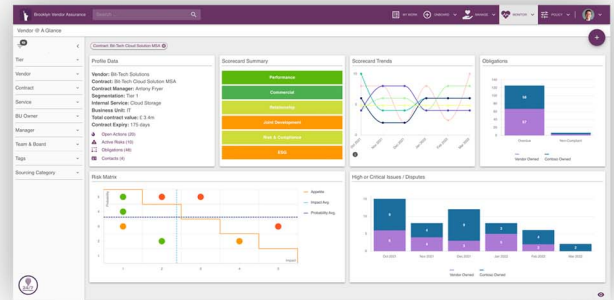
BVA unifies and digitises the practice of managing vendors for all relevant roles across your organisation, addressing a gap left by traditional technology providers where high-value guidance and collaboration are lost. It provides a flexible, process-based approach to drive the use of operational best-practice across the vendor portfolio. The BVA platform provides a single shared interface for front-line teams, key stakeholders, and suppliers themselves to collaborate and actively manage customer-supplier relationships.

# CAPABILITIES

## RELATIONSHIP

BVA Relationship digitally, automatically delivers a best-practice 360-degree Scorecard and Relationship Timeline that reflects the entire state of the relationship based on all known performance and management information to date, with trending built-in. This highlights gaps, risks, and opportunities, as well as showcases and rewards innovation and other value-add measures brought forward by your best suppliers. The entire Relationship is always digitally 'Fit for Audit' with no preparation necessary. Features include:

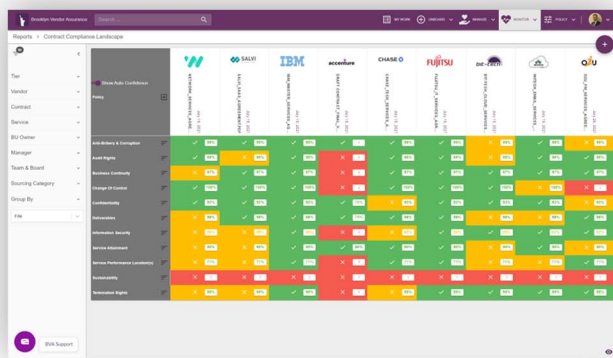
- Vendor Performance & Scorecards
- Reviews & Actions
- Policy Governance & Workload Orchestration
- Onboarding & Segmentation



## COMPLIANCE

BVA Compliance ensures businesses stay ahead of the curve from a compliance perspective, amongst three key pillars – Company Policy and Process, Contractual Compliance and Regulatory Adherence. Use Brooklyn's out-of-the-box regulatory frameworks to quickly automate and operationalise best practices amongst those regulations with minimal effort. Features include:

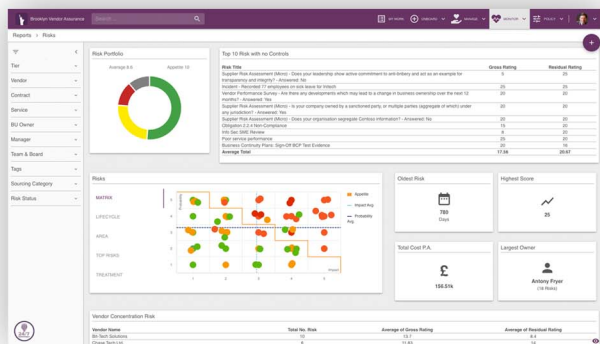
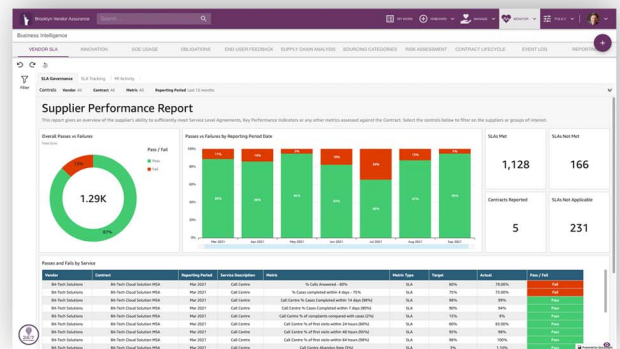
- Operationalise Regulatory Obligations
- Contract Compliance Dashboard
- Automated Audit Trail
- AI-Driven Metadata Extraction
- Digital Control Environment



## CONTRACT

BVA Contract automates and streamlines the work of managing vendor performance against contracts and obligations. Automate the review processes for obligations, deliverables, and responsibilities, across an immutable audit trail. Features include:

- Vendor & Contract Onboarding and Evaluation at Scale
- Automated obligation and SLA Exception Tracking
- Complex Multi-level Contract Management
- Advanced Contract Segmentation



## RISK

BVA Risk has an integrated approach to streamlining the whole risk lifecycle, from risk assessments pre-contract to monitoring ongoing risk post-contract awards at the front line. This unique capability empowers your organisation to actively manage vendor risk beyond surveying and throughout the life of the contract. Features include:

- Centralised Vendor Risk Management
- Integrated Risk Modelling
- Risk Mitigation planning & tracking
- Audited Vendor Risk logs
- Automated Risk Assessment and Control
- Simple Risk Capture
- External Response Management





# MANAGED SERVICES

## Data Services

Populating and continually maintaining metadata is time-consuming and laborious. It is, however, key for keeping data up-to-date and when you need to engage with suppliers quickly.

Ensure that all vendors and contract records are complete and accurate

## Dashboards & Survey Design Services

Brooklyn offers services to work with you to design, create and send out a bulk data collection survey configured with BVA intelligence and then a bespoke dynamic dashboard to see your results.

Creation of custom-made dashboard, reports & surveys

## Renewal Management Services

BVA managed services highlight when renewals are due, including a performance report considering price trends, drivers, forecast and volume metrics, and SLA attainment. Our service will recommend the best course of action to take and will allow you to negotiate the best renewal.

Ensure that the renewal process is optimised and completed on time

## Risk Services

Supplier risk assessments are essential at the beginning of every new vendor engagement and must be reviewed periodically. This task requires substantial coordination with a significant number of stakeholders on both sides of the customer-supplier relationship. Leave these tasks to the BVA team:

Coordination of risk assessment, coordinating activity between the buyer and supplier with regular refresh

## Contract Compliance Services

Ensuring that your contractual agreements comply with necessary standards, whilst also manually extracting key details takes a serious amount of time, but is nonetheless a critical activity to recognise the value of a deal.

Brooklyn will scan contracts, run compliance checks and extract all key terms, such as obligations, SLAs and key clauses



# KEY DIFFERENTIATORS

## 1 Rapid Implementation

BVA's out-of-the-box processes can be set up and deployed within days, getting your team operational on our platform within the first week.

## 2 Ease Of Use

With our interface design inspired by the latest UX principles, end-users are productive on the platform in less than 1hr during our BVA intro training.

## 3 Low Cost Of Operation

BVA only requires a single part-time owner to manage and operate the system.

## 4 Integration

BVA compliments your existing internal systems and can easily be linked via our standard API to your Financial, ERP, Supplier and Risk systems.

## 5 Next-Generation Technology

BVA is built using the latest proven SaaS web-based technologies, ensuring scalability, availability and security of your vendor management operations and data.

## 6 Enterprise Support

BVA's Customer Success team are always available to quickly resolve any issues and support you to maximise benefit and share industry insights.

## Compliance

## Relationship



“Do Vendor Management right...and it pays itself ten-fold”

**ANDY NAGALEWSKI**

Head Of Supplier Management, Sainsbury's

“Using Brooklyn Vendor Assurance, [...] we continually maximise the value of supplier relationships”

**HEAD OF IT CONTRACT & PERFORMANCE MANAGEMENT**

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Schedule a demo with us, and discover how you can claim your BVA Maturity Assessment. [www.brooklynva.com/request-a-demo/](http://www.brooklynva.com/request-a-demo/)

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