

Strategic Sourcing

Optimize and streamline every part of your technical procurement

EVOTEK partners with our clients to free up engineering cycles and quickly, painlessly, and confidently select the best fit tooling. We help clients find balance between vendor consolidation, best-of-breed, and vendor diversity, to support your business objectives. We then work with your sourcing team to optimize contract terms and spend.

Business Challenge

In addition to their daily responsibilities, engineering teams don't have adequate cycles to

- Codify tool requirements
- Understand the applicable tool space
- Evaluate and confidently select the best fit
- Juggle vendor communications
- Track renewals

In most cases, sourcing teams struggle to work effectively with their engineering teams to achieve business and financial goals within the procurement process.

A Proven Solution

Our proven and customizable Strategic Sourcing starts with understanding your environment and helping codify requirements with all stakeholders.

- We present the applicable trends and tools that could fit.
- We then manage a quick and simple RFI process that populates a scorecard of your requirements.
- We coordinate vendor demos with each remaining vendor.
- You decide whether to cut a vendor before we coordinate POCs.
- After POC scores are recorded, we deliver preliminary terms and pricing for each finalist to your sourcing team and help negotiate terms.



Solving Challenges

EVOTEK engaged with a talent provider who needed to source a GRC (Governance, Risk, and Compliance) tool.

We helped them codify requirements, RFI, evaluate, demo, POC, and scorecard five GRC solutions. We delivered the scorecard and initial pricing and terms to their sourcing team for negotiation, managing all vendor communications throughout the process.

The client's engineering and sourcing teams saved countless hours with EVOTEK streamlining and managing the entire process, including the RFI, POC, all vendor communications and procurement process, plus preparation of initial terms and pricing/cost analysis, and both financial and technical justification.

Their operations team selected and procured the new GRC solution within 7 weeks, immediately deploying within a tight 6-week deadline. Both the engineering and sourcing teams were grateful for EVOTEK's partnership.

