

WAVE 3 OF SOURCING OPTIMIZATION

# One Platform. Both Sides of the Table.

Run it yourself, or run it with us. One workspace, either way.

**OptiSource** is the workspace Wave 3 sourcing runs on. Start running events yourself today; the expert tier is **one click away, never a paywall**. It is built for the buyer and the supplier alike: the buyer gets control and a clean audit trail, the supplier gets a portal it does not have to fight. Open the field wide, invite conditional commercials, keep every supplier informed between rounds. **European-built, EU-hosted, transparent pay-per-event pricing.**

1

#### CLIENT-OPERATED

Run events yourself on OptiSource.  
**Pay per event** or by subscription, with no multi-year licence to sign.

2

#### SME COLLABORATION

A **Senior SME** co-runs the event with you. Full optimisation, Expressive Feedback and Multi-Room Negotiations come on.

3

#### CLIENT-DEPLOYED

Your **Sourcing Twin** runs the workspace, with the Senior SME on oversight.

#### BUILT FOR BOTH SIDES

The buyer gets control and a clean audit trail. The supplier gets a portal it does not have to fight, and comes back for the next event. **Same platform, same data across every tier**; every capability is visible from where you stand, nothing blocked, one click from a conversation. The upgrade path is felt, not explained.

#### THE SUPPLIER SIDE

**No account to create** · tutorials built in · EU-ready forms · **late joiners catch up** · proxy by email or phone

### Both sides

Built for the buyer **and** the supplier. The gap the enterprise suites cannot close without rebuilding their products.

### 3 tiers · 1 platform

Self-serve to expert collaboration. **One dataset, one supplier portal**, one click between them.

### Built to scale

Your largest, most complex events. **No timeouts, no export failures** where older platforms stall.

## WHAT'S DIFFERENT ABOUT THE WORKSPACE

### Five things OptiSource does that the rest of the market **caps, hides, or never built.**

#### Open the field before you narrow it

Alternative bids, package bids, innovation fields and niche-supplier flags are **first-class settings**, not options buried in an advanced menu. The Exploratory Round is a named step. Discovery leads the event instead of arriving as an afterthought.

#### Gate access, your way

Sequential gates - NDA, qualification, custom checkpoints, bidsheet access - as a **native pipeline**. Set the criteria per project; the platform enforces them and promotes each supplier automatically on clearance.

#### Built for your largest, most complex event

Designed for scale from day one, with progressive loading and asynchronous processing. Where older platforms **time out or fail on export**, OptiSource keeps moving through the line items and the full supplier field.

#### Every supplier sees exactly what it should

Visibility set **per supplier, per lot, per line**, by rule rather than by hand. Bring a supplier in late, or on restricted scope, without diluting the event for everyone else.

#### Your best suppliers actually show up

Supplier experience is a design constraint here, not an afterthought: **token access with no account to create**, bulk onboarding, embedded tutorials, locale-aware forms for EU address, VAT and IBAN, per-supplier deadlines, late-joiner catch-up, and proxy participation for suppliers who would rather work by email or phone. A supplier who has a good event recommends the next one - a channel the incumbents cannot replicate.

## THREE WORKFLOW INNOVATIONS, CARRIED AS PLATFORM CAPABILITIES

### EXPLORATIVE SOURCING

#### Open, not narrowed

The first round goes wide on purpose. Every qualified supplier sees the full scope on a common template, and the niche players a pre-filtered longlist would miss **come into view**.

### EXPRESSIVE BIDDING

#### Conditions, not just prices

Within the structure the buyer sets, suppliers add conditional commercials and package conditions - a sweep discount, a volume threshold, a term commitment - captured as **named, validated offer types**.

### EXPRESSIVE FEEDBACK

#### Signal, not silence

Between rounds, each supplier receives a tailored view grounded only in **its own quoted prices**: where it stands, and what a different number or package would change.

## A COMPLETE WORKSPACE, NOT A BIDDING BOLT-ON

**Project Overview** shows what needs attention now. **Supplier Center** tracks every supplier, with a switch-to-supplier-view to check what they see before go-live. **Communication Center** turns each question into a shared answer and a clean audit trail. **Document Center** versions the tender, NDAs and addenda behind acknowledgement gates. The **Bidsheet** handles conditional visibility, validation and XLSX round-trip; **Reports** cover round comparison and a tamper-evident decision chain. Every supplier-facing message is buyer-approved before it goes out.

## THE WORKSPACE IS THE HOME IT ALL RUNS IN

When OptiProq runs an event with you, the **value-engine stack** and a **Sourcing Twin** plug into this same workspace: the Sourcing Optimization story is what the engine produces, the Sourcing Twin is how it compounds into an asset you run yourself. Same platform, same data, all the way up.

## Start with a single event

Run one yourself on OptiSource, or run it with us for one category. Transparent pay-per-event pricing; no multi-year licence to sign.

Or book a 30-minute walkthrough of a live demo: five products, five locations, five suppliers, five days.

OptiProq

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