

WAVE 3 OF SOURCING OPTIMIZATION

Explorative Sourcing

Expressive Feedback

The new standard for Positive-Sum Sourcing.

A first wave of **Sourcing Optimization tools** landed in the ERP suites. Most users lost access. A second wave traded depth for SaaS simplification. OptiProq is **Wave 3: Outcome-as-a-Service (OaaS)**. A Proprietary Solver in the hands of senior sourcing experts (SME). **Skin in the game**. No long-term licence. We embrace complexity. We unlock incremental gains across **cost, value, risk and quality**. We code-on-the-fly to your strategy, commodity, event and supplier analytics.

1

EXPLORATIVE SOURCING

Before any bid request, we explore. Focused interviews with internal stakeholders and the supplier base. Market research. Prior meeting context. Together they surface mutual pain points and the **win/wins** that shape step 2. The opening sourcing wave then goes deliberately wide. The **real competitive picture** surfaces - not the one we expected.

2

EXPRESSIVE BIDDING

Suppliers do more than quote prices. They **propose** conditional offers on their own terms. Each offer is a calculated bet. The structure mitigates supply chain risks. It secures conditions both sides need. The process makes proposing rational. Our solver decides, deal by deal, whether each condition is worth what it unlocks. It finds optima **far beyond what human negotiation alone could find**.

3

INTER-ROUND OPTIMIZATION

Between rounds we **pinpoint the edges**. Each scenario flips from losing to winning - or shifts volume sharply. We bend the package conditions to construct a tailored **Path to Win** per supplier. Math, probability and Game Theory translate into precise counter-proposals. And into a forecast of next round's gain.

4

EXPRESSIVE FEEDBACK

Each supplier receives a personalised **dashboard**, tailored per round. It carries probability scores for their **WIN, LOSE** and **UPLIFT/DOWNFALL** scenarios. Suppliers welcome the transparency. They welcome the precise homework. We bend across the field to compound those individual gains into maximum collective uplift. The **largest share lands with you**.

POSITIVE-SUM SOURCING

Every supplier walks away with a **Path to Win**. And the homework to act on it. The buyer walks away with package structures that bend across the **full supply base**. All parties are incentivized to improve.

4 Phases

Explorative · Expressive Bidding · Inter-Round Optimization · Expressive Feedback. **Iterating at speed**. AI-supported analytics replace the low-value-add work. Time is freed for what matters.

Solver + Code

Human Expertise × Machine Precision. One OaaS engagement. We code-on-the-fly for tailored analytics, bespoke dashboards and supplier homework. **No tool-vs-talent paradox**.

∞ Scenarios

Solver searches the full scenario space. We surface elevated award outcomes. We bend them into **incrementally better Sourcing results**. All parties gain. The largest share is yours.

THE MECHANICS

We deploy **Inter-Round Optimization**, **Game Theory**, **Multi-Room Negotiations** and our **Proprietary Solver** as a single instrument. **Code-on-the-fly** to your strategy, commodity, event and supplier analytics.

Outcome-as-a-Service (OaaS)

You don't buy a tool. You **get the outcome**. OaaS means **skin in the game**. No long-term licence. No shelfware. No tool-vs-talent paradox. We own the model. We run it on your event. We are accountable for the savings, the supplier engagement and the package structures that emerge.

A solver that breathes complexity

SaaS Wave 2 solvers choke on real complexity. Then they go silent. **Ours is fueled by it** - more is more. It is **multi-dimensional** by design. The full constraint set of your event lives in a single model. Meeting annotations and qualitative context inject straight into the decision. Senior **SMEs** at the controls. Every outcome explainable. Solver x SME finds optima far beyond what either delivers alone.

Code-on-the-fly, at scale

Every event has its own constraints, package shapes and stakeholder logic. We code each one bespoke. We reinvest the saved hours where they matter. Richer explorative interviews. Bespoke analysis. **Tailored dashboards**. Path-to-Win **homework per supplier per round**.

Path to Win, predictively scored

Math, probability and Game Theory feed every supplier a tailored **Path to Win**. It pinpoints the edges where their position flips from losing to winning. And the package adjustment that gets them there. Every Path to Win arrives with a probability score. You forecast the next round before it lands.

THE SUPPLIER DASHBOARD - PER ROUND

The same three probabilities read differently across the field. **Challengers** sit one package adjustment away from improving both their **probability** and their **share of business**. The dashboard names the items and the gap. **Leaders** see a high **Win probability** alongside an undeniable **Risk of Downfall** - eager to stay ahead of the curve. **Tailers** see a high **Risk of exclusion** alongside a **clear recovery track**. The tailer view is where the largest incremental movement compounds. Zero turnover is not an outcome any supplier accepts. The dashboard makes the route back precise rather than generic.

▲ WIN · WINNING PATH

Probability of Winning

The combination where the supplier holds the award. Win probability shown alongside the **handful of items where a small price improvement widens the lead**. Each with the exact gap, target and turnover at stake.

▼ LOSE · MISSING OUT

Risk of Exclusion

The combination that excludes the supplier. Zero items awarded. Risk of exclusion shown alongside **Entry Points**. The items, target prices and turnover impact required to re-open the door.

▲▲ UPLIFT / ▼ DOWNFALL

Probability of Uplift or Downfall

A side-track scenario. Leaders see a **Downfall**. They still win - but with reduced volume on the items they need to defend. Challengers see an **Uplift**. A stretch into more share, with the price points that flip those items their way.

■ THE STRUCTURAL OFFER - ALONGSIDE THE TARGET PRICES

Item-by-item price moves are the slow path. Far more powerful is the **structural offer**. A conditional package the supplier proposes on its own terms. A **volume threshold**. An **extension into tail-end niche products** that lifts buying power and tames a shared headache. An **additional service package** that compounds value on both sides. Conditions are in **mutual interest**. They mitigate supply-chain risk on both sides. They **remove the risk-premium** otherwise priced into every quote. When multiple suppliers bring packages in parallel, our solver finds the combination where everyone wins more than they would alone. Then **bends those collective gains in your favour**.

WHY IT WORKS

Every supplier holds a **Path to Win**. Every party is incentivized to improve. Either to raise their probability of winning, or to grow the volume on the table. With **transparent feedback**, **tailored mitigative actions** and **counter-proposed package conditions**, each supplier can ease the outcome in their own favour. By bending the package conditions across the full supply base, you win across. **Not on one line - on the whole**.

Want to see what an OptiProq event looks like?

Book a 30-minute walkthrough of a live demo. Five products. Five locations. Five suppliers. Five days. ONE Positive-Sum Sourcing Process.

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