



WAVE 3 OF SOURCING OPTIMIZATION · THE NEXT-TIER ASSET

Run your what we build.

Every engagement trains a Sourcing Twin on how your organisation decides.

A **Sourcing Twin** is not a tool you switch on; it is an **asset that compounds**. Across the categories it runs with you, from direct to indirect to capex and transportation, it learns how your organisation decides: your strategy, your trade-offs, the shape of your decision model. The work OptiProq does for you now becomes the asset you run later. **That memory is yours.**

1

WE RUN IT FOR YOU

The Twin works inside the **Senior SME tier** today, on your live engagement. You do not staff a team to run it.

2

IT LEARNS HOW YOU DECIDE

Event by event, across the categories you choose, the **decision memory** compounds. The second engagement lands sharper than the first.

3

YOU RUN IT YOURSELF

As it earns its place, self-deployment comes into reach: a **licence on a Twin you trained**, with OptiProq on oversight.

ELEVATION, NOT ELIMINATION

The Twin carries the analysis a project group of junior analysts used to produce. It does not hold your relationships, author the methodology, or make the award. The **Senior SME spot-checks; your Category Lead decides**. Your team does more per person, on the work that decides the award.

EIGHT ROLES

Engagement

Synthesizer · Spend · Contract · Market · Compliance · Discovery · Scenario · Data Scientist

Operational today

The Twin is doing **real work on your live engagement now**, not waiting on a future release.

8 roles · 1 decides

It plays eight named roles. The Senior SME spot-checks; your **Category Lead owns every judgment call**.

That memory is yours

You graduate onto a Twin **you trained**, never a multi-year licence on someone else's tool.

THE EIGHT ROLES

Eight roles. One human still decides.

The Twin is not one model doing everything. It plays eight named roles, each pairing what it processes, the tools it uses, and the judgment a human still owns. The Engagement Synthesizer sits over all of them from day one; the Data Scientist runs beneath them as the data substrate; the operational roles fill the sequence in between. **Each adds to the decision memory that makes your Twin yours.**

Engagement Synthesizer · Role 1, over-arching from day one

Holds the whole engagement in one view, surfaces where one role's finding conflicts with another's, and composes the running narrative the Senior SME orchestrates from. Synthesis, not orchestration: it produces the picture; the human decides.

Spend Strategist · Role 2

Maps the spend universe for the category: where it sits, who holds it, what runs off-contract, and which long-tail and niche suppliers should enter the event.

Contract Strategist · Role 3

Reads the heritage contracts, builds the true cost of ownership beneath the unit price, and recommends how to structure the award, not just whom to award.

Market Strategist · Role 4

Maps the supplier universe beyond the master list, benchmarks the market, and assesses financial health and supply-continuity risk.

Compliance Strategist · Role 5

Brings ESG, Scope 3, sanctions and the regulatory frame in as a strategic axis weighed alongside cost and risk, and composes an audit-ready record that supports your disclosure.

Discovery Strategist · Role 6

Ingests stakeholder and supplier voice from the swift consultations and turns it into decision-relevant signal, throughout the event.

Scenario Architect · Role 7

Runs the scenario constraint model round to round, finds the edges where the award flips, and shapes the Path to Win for each supplier, for the Senior SME to review.

Data Scientist · Role 8, the substrate

Reconciles the data every other role reads from, across systems and entities, and maintains the per-client corpus the Twin remembers through.

WHY IT COMPOUNDS

Each engagement adds to two things. The **decision memory**: the record of how your organisation chose, round by round, category by category. And the **decision model**: the structured picture the solver decides against, enriched by external data, the swift consultations, and the annotations gathered along the way. The methodology library is the foundation every client starts from; your decisions and the code-on-the-fly customisation are what make your Twin yours.

HOW YOU GRADUATE

The Twin runs on the same solver stack the Senior SME uses today: the proprietary constraint solver, the methodology library, the code-on-the-fly customisation. **It is doing real work in your engagement now, not waiting on a future release.** As the decision memory deepens, the Twin carries more of the load directly, the Senior SME shifts to oversight via SLA, and self-deployment comes into reach. You graduate onto a licence on a Twin you trained, never a multi-year licence on someone else's tool. **The graduation is earned, not promised, and the depth you engage at sets the pace.**

The asset starts with a single event.

Sponsor one strategic-direct category, outcome-priced, and the engagement that delivers the value is also where your Twin starts to learn. The further you go, the more it carries, until the asset you trained is the one you run.

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

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