BGIS adopts procurement ecosystem model to improve compliance and advance social procurement

Background

BGIS has over 1,400 employees in the APAC region. For efficient use of procurement resources, operational staff are able to source quotes and proposals directly from suppliers, in line with company policy. Quality and reputation are critical to BGIS, who need to be sure that suppliers are qualified, fully-insured and financially solvent. The procurement team uses Avetta to manage supplier compliance in areas including health, safety and sustainability.

Used globally, Avetta is a cloud-based platform that minimises supply chain risk by making contractor prequalification manageable and pain-free. Their managed service module distinguished Avetta from competitors when BGIS was evaluating solutions.

With Avetta successfully implemented, Procurement Director Brian Peirce approached the market for a sourcing solution to replace manual go-to-market processes.

Future-proofing the digital roadmap

As part of their procurement transformation, BGIS required a sourcing tool to gain control and visibility over their long-tail operational spend. eSourcing tools offered as part of ERPs or end-to-end procurement suites lacked the depth and flexibility

BGIS>

BGIS is a global facilities and asset management company. Their APAC operations are spread over six locations from where they manage thousands of customer sites. BGIS is focused on delivering innovative service solutions that create value for their clients and the communities they operate in.

that Brian saw in solutions like VendorPanel.

He says, "Agility is important, but it's hard to achieve with ERPs that require a lot of implementation effort and are less able to respond to new technology. Organisations need to be able to make decisions that reflect the evolving nature of business."

Scott Spencer, SVP of Global Sales for Avetta agrees, saying "Many tech companies are unwilling to collaborate, whereas we - and VendorPanel - believe that open architecture is critical for progress. It enables our clients to drive more value from their data.".

Selecting VendorPanel

As an open API platform, VendorPanel was able to connect with the systems that BGIS already has in use, including Avetta and enterprise solution, Manhattan. The Source to Contract platform specialises in supplier discovery, management and sourcing and "has enough capability to manage tenders and multiple party evaluations - all the stuff you expect from a major ERP, but it's so much easier to use" says Brian. He continues, "It's a bouncing ball methodology - you follow the steps. A quick purchase can be handled without training for those that have an adequate level of IT capability."

The core drivers for BGIS were compliance and transparency, which VendorPanel took care of, Brian says, "VendorPanel is the first line of defence against fraud and non-compliance. We now have visibility across all our sourcing events and auditable records and data."

Empowering buyers to do the right thing

By connecting sourcing (VendorPanel) and supplier compliance (Avetta) BGIS have improved the user experience for their network of decentralised buyers. Rather than going off the platform to view supplier accreditations, buyers can view that information at the point of supplier discovery in VendorPanel. The data flows from Avetta via a secure integration and is displayed in the form of badges, so buyers can see at a glance the compliance status of their suppliers. Brian says, "The integration itself was very straightforward, and it's now easier for our buyers to do the right thing and harder for them to do the wrong thing."

Advancing social procurement

Procurement plays an important role in the company's Reconciliation Action Plan and Disability Engagement & Inclusion Plan, and Brian seized the opportunity to apply the same simple integration technology to badge social enterprise suppliers, including those from Social Traders and BuyAbility, for easy identification in the Marketplace. Brian says, "Our principle [platform configuration] is to nominate social badges as preferences so that social suppliers appear at the top of the search, aside our existing suppliers [via Manhattan] and prequalified suppliers [via Avetta]." Brian expects that by promoting social suppliers and making it easier for buyers to include them in their RFQs BGIS will be better able to achieve their ambitious social procurement targets.

This Integrated procurement ecosystem will do more than improve the buyer experience, compliance and social outcomes in procurement, though. It will also improve the quality and flow of data, enabling Brian and his team to generate deeper insights and make smarter decisions.