

BRADFORD & BINGLEY SIGNS UP FOR TiVA'S PROCUREMENT PROFILER

Submitted by: Powell Communications

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TiVA - the UK's procurement and supply chain specialist - has chalked up a landmark contract with Bradford & Bingley following a successful two-month pilot of its intelligent supplier profiling solution - Profiler.

Bradford & Bingley signed the deal after Profiler illustrated its capability to improve procurement efficiency through more effectively managed buyer-supplier relationships.

As a recently launched solution, Profiler captures supplier information through an on-line questionnaire process to increase buyer insight into what is often a highly segmented supplier base spanning a multitude of sectors.

The solution empowers buyers to define strengths, scrutinise weaknesses and measure supplier match to corporate requirements all within one user friendly web-based portal. Profiler also offers a mechanism to test supplier conformity to corporate processes designed to minimise risk associated with issues like Corporate Governance.

Last year Bradford & Bingley's 8,000 suppliers received total payments exceeding £250M but, says Ian Campbell, Director of Property and Procurement: "We recognise there is room for improvement in the way we manage and select our suppliers.

"In the first instance, following a fast implementation period, Profiler has fully cleansed a section of our supplier database and shown us a completely new model of working with our suppliers that promises to save time and money as well as minimise risk.

"We hope to use this to underpin our corporate social responsibility and regulatory compliance by analysing the ethical commitment and background of our suppliers.

"We hope the meaningful and intelligent profiles that Profiler returns will enable us to significantly improve our procurement process to reduce overheads associated with managing such a large supply base."

Developers TiVA, based at Otley in Yorkshire, launched Profiler as part of its aim to 'Partner the buyer, champion the Supplier'

"Working with a large supply base like that of Bradford & Bingley is exceptionally time consuming and requires a large team of buyers. As a result, procurement teams rarely have the tools to secure deep insight of their suppliers for maximum performance and value gains.

"Through Profiler, buyers can truly unlock the potential of their supply chain whilst suppliers can more positively align themselves with the strategic requirements of the buyer," says Chief Executive, Andy Brown.

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Notes to editors:

About TiVA Services Ltd - www.tiva.net

Based in Otley near Leeds, TiVA Services Ltd focuses on offering insight solutions for corporate buyers that deliver real business benefits to both them and their suppliers. TiVA's suite of solutions includes Profiler (providing buyers with intelligent supplier profiles), Benchmarker (comprehensive category benchmark reports) and Tracker (real-time supplier performance reports). All TiVA solutions are built around robust, highly configurable web applications. The company's philosophy - Partner of the Buyer, Champion of the Supplier - is born out of a mission to improve procurement effectiveness through well-managed appropriate buyer supplier relationships.

For further information please contact:

Matt Royle, Brian Johnson or Graham King

Powell Communications

T: 0161 834 9836