

NSPCC ADOPTS INTELLIGENT SUPPLIER MANAGEMENT SOLUTION

Submitted by: Powell Communications

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The UK's procurement and supply chain specialist, TiVA, continues its winning streak after signing the NSPCC to its intelligent supplier management and profiling solution, Profiler.

And this latest deal follows a landmark contract win with Bradford & Bingley.

Profiler captures supplier information through an on-line intelligent questionnaire process before mapping supplier's scored responses against predefined corporate buyer requirements.

The granular, accurate information provided by the solution enhances a buyer's depth and breadth of insight into what is often a highly segmented supplier base. Profiler ultimately identifies perfect partnerships that are mutually beneficial to both organisation and supplier.

As a user-friendly web-based portal, Profiler also offers a mechanism to test supplier conformity to issues like Corporate Governance, minimising an organisation's vulnerability in engaging with a rogue supplier.

The NSPCC maintains a purchasing budget of nearly £40M and maintains a supplier base of more than 2,000 relationships, which takes the NSPCC considerable time to manage, maintain and develop. TiVA's Profiler has been adopted following a successful pilot that improved their understanding of their supply chain.

Belinda Turner, Head of Procurement at the NSPCC, explains: "We recognised the need for a solution that could intuitively identify and intelligently manage partnerships for mutual business advantage. The capability displayed by TiVA's Profiler solution matched our requirements unequivocally.

"After a painless deployment period, Profiler has already cleansed 25% of our supplier database within a month, saving us considerable procurement team management time.

"As part of a best practice approach, it is proving to be a truly visionary model of engaging with our suppliers that promises to develop and maintain our relationships in a more structured fashion for better business

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

TiVA Chief Executive, Andy Brown, said: "On the back of signing Bradford & Bingley, the NSPCC is another great win for us and an illustration that a lot of organisations can optimise their procurement budget through more effective and structured management of their supplier relationships.

"With Profiler, the NSPCC procurement team now has a tool to unlock the true potential of its supply chain, unearthing deep levels of supplier insight for maximum performance and value added gains.

"Our solution is mutually beneficial and offers suppliers the opportunity to capitalise on information

gathered during the engagement programme, such as buyer requirements and how they scored against their competitors, providing factual information they can act on for positive business advantage."

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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.

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