

BUYER

ENOVIA Buyer Analytics



ENOVIA® Buyer Analytics is a decision support tool for buyers to award business to suppliers as part of the request for quote (RFQ) process. It provides capabilities to rank quotations from suppliers using several attributes at once while offering standardization and transparency in the decision making process.

Key Benefits

- Make total-cost-to-source decisions while awarding bids
- Standardize the RFQ award process using pre-defined templates
- Reduce the acquisition cost of standard items via reverse auctions

Product Overview

ENOVIA Buyer Analytics reduces total-cost-to-source by allowing buyers to make bid-award decisions considering several attributes of quotation at once. Buyers can specify comprehensive quote evaluation criteria by choosing the attributes to compare and their relative importance. In addition, the evaluation criteria can be optionally made visible to suppliers to provide transparency in the request-for-quote (RFQ) process. Upon receiving quotations from suppliers, buyers can rank order the quotations using this criteria and make critical bid-award decisions. Buyers can also conduct reverse auctions for standard items by offering suppliers visibility into their bid's relative position and allowing them to improve bids before the RFQ expires.

Product Highlights

Multi-attribute Evaluation Criteria for Quotations

Buyer administrators can specify attributes to be used for quotation evaluation by defining them in templates to ensure uniformity in the RFQ decision process. Buyers can also provide target values, scores, and relative importance (weightings) for the attributes. This helps companies easily make total-cost-to-source decisions. The buyer can choose to show this information to suppliers responding to the RFQ in order to help them understand what is most important when the submitted quotations are evaluated.

Quotation Ranking Reports

Buyers can generate quotation ranking reports based on cost roll-up calculations or based on supplier inputs to the assigned weighted attributes. Buyers can export the results of the report into a formatted Microsoft Excel file for further manipulation. These capabilities allow buyers to make well informed decisions on whether a supplier can fulfill the procurements needs of the organization.

Ranking Indicators for Quotations

Buyers can choose the type of ranking indicator—Win/Lose or Numerical—that is appropriate for an RFQ. These visual indicators can be used by buyers while awarding the bids and by suppliers to quickly review and determine if any improvements need to be made to their bids.

Reverse Auctions

Buyers can conduct reverse auctions for standard items. Buyers can allow suppliers to see how their quotation ranks against the others and suppliers can then choose to improve the bids before the RFQ expires. This capability helps buyers reduce costs when negotiating for standard items.

The Role of ENOVIA V6 and PLM 2.0

ENOVIA Buyer Analytics supports PLM 2.0, product lifecycle management online for everyone, and the ENOVIA V6 values: global collaboration innovation, single PLM platform for intellectual property (IP) management, online creation and collaboration, ready to use PLM business processes, and lower cost of ownership.



Delivering Best-in-Class Products



Virtual Product



Information Intelligence



3D Design



Virtual Planet



Realistic Simulation



Dashboard Intelligence



Digital Manufacturing



Social Innovation



Collaborative Innovation



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