

Source-to-Contract

Purpose-built for Government

Empowering Collaboration, Compliance and Speed
City of Augusta

NIGP Business
Council

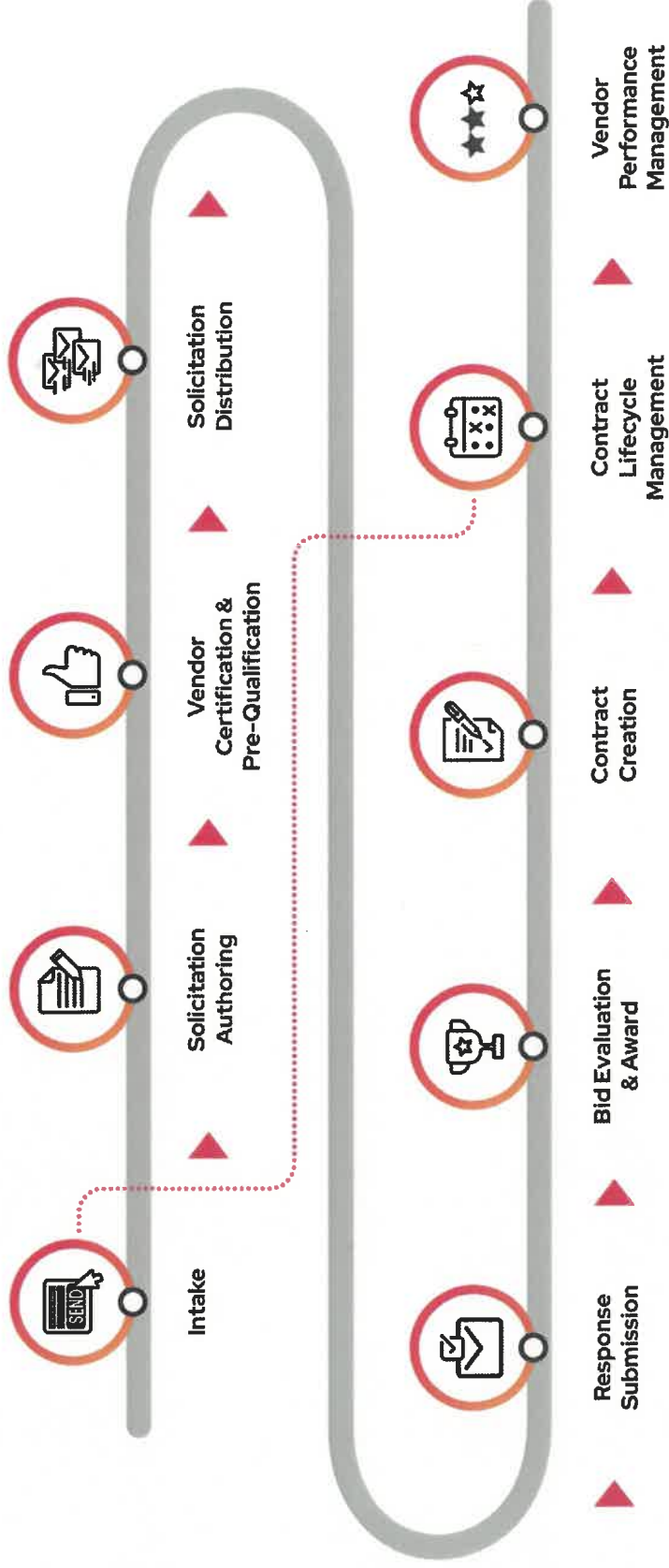
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Agenda

- Bidnet Direct Overview
- Impact & ROI
- Bidnet Direct Road Map
- Bidnet Direct's Supplier Experience
- Deliverables
- Investment Summary



Source-to-Contract Workflow



Serving 7,000 Public Agencies



Consolidated Governments



Georgia Governments



FULTON
COUNTY



Marietta



Johns Creek
be the exception



EAST
POINT
GEORGIA

Cherokee
County
GEORGIA

douglas county
GEORGIA



SMYRNA
GEORGIA

Other City & County Customers



CITY OF
ASPEN



Horry County

MARICOPA
COUNTY



PIMA COUNTY

CITY OF
LONGBEACH

Rockland County



Drive Competition With the Industry's Largest Supplier Network

North America

1,000,000+

Georgia

28,736 +

Bidnet Direct Impact & ROI

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With Bidnet Direct: Procurement Teams Report...



300%

Increase in bid participation by suppliers

*City of Seguin



75%

procurement cycle time reduction

*City of Long Beach

““

[SOVRA offered] the ability to customize the platform to **fit our needs** instead of changing how Aspen does business.”



CITY OF ASPEN

““

366%

Return on Investment!



CHICAGO ROCKFORD INTERNATIONAL AIRPORT

““

“They know me. They know my staff. They understand my staff... It’s great that they have that personal feeling, that personal touch with Fulton County.”



FULTON COUNTY

““

Doubled the number of vendors that work with the City!
Over 700+ registered vendors just for our bids!



““

“We used to think 3-4 bids was good. Now we’re consistently **seeing much higher numbers**, and that competition keeps our costs steady and predictable.”





Business Case

ROI

Sourcing

- **300% increase in vendor responses per solicitation = average of 5% reduction in procurement costs**
 - **5% savings on capital projects (\$318M for FY26) = \$15.9M in potential cost reduction**
 - If the City fell behind the average, 1% would yield a **\$3.1M** potential cost reduction
- Bidnet Direct's Source-to-Contract solution creates incredible labor efficiencies across Sourcing with **1,000 Hours Saved Per Employee a Yr @ 20 hours a week:**
 - 5 sourcing FTE x 1,000 hours saved per yr x \$40/hr = **\$200k/year saved**

Contract Lifecycle Management

- Public agencies lose **6-8% of contract value** every year with Contract Leakage from:
 - Missed renewals
 - Overpayments
 - Off-contract spend
 - Compliance gaps
- **Result: Being conversative, preventing just 5% loss on a \$40M in active contracts means \$2M/year saved**
 - This number may be higher or lower for the City of Augusta



Bidnet Direct Road Map

NOW



NEXT



LATER



- | | | |
|--|---|--|
| <ul style="list-style-type: none">• User Experience Enhancements• SOVRA Integration Hub• Enhanced Reporting & Analytics• Next-Gen Request Intake Management• InsightAI (SOVRA Assistant) | <ul style="list-style-type: none">• ProcureAI (Guided Solicitation Builder)• Next-Gen CLM (v1)• Contract Insights Chatbot• Intelligent Document Management | <ul style="list-style-type: none">• Strategic Procurement and Market Intelligence• Integrated Pricing Intelligence• EvalAI (Bid Eval Summary Automation)• AI-Powered Policy Compliance Engine |
|--|---|--|

Handwritten notes in yellow ink: A large bracket on the left side of the page, spanning from the 'NOW' section down to the 'LATER' section, with a checkmark at the end.

Bidnet Direct Supplier Experience

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Supporting and Empowering Suppliers to Succeed

Suppliers have access to:

- **Onboarding emails**, including 3–4 educational emails with step-by-step guides and videos for new suppliers.
- A **Knowledge Base** that helps them discover how to find opportunities and submit bids.
- An **AI-powered chatbot** for instant answers within the platform.
- **Customer support** available Monday–Friday, 8:00 am–8:00 pm EST, by phone or email.
- **Enhanced features** designed to make finding bids faster and easier, such as:
 - AI Overview
 - Saved Solicitations

Knowledge base



AI Chatbot



Onboarding Email Workflow

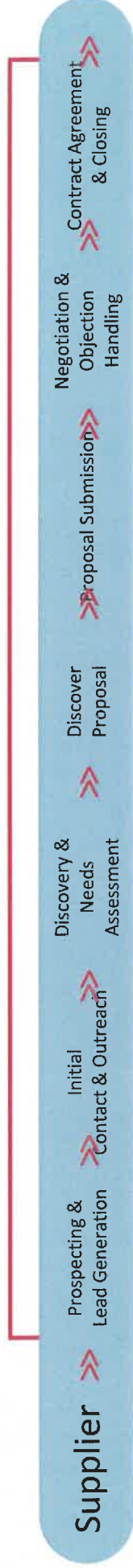


Happy exploring!
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 by **SOVRA**

Simplifying and Accelerating Engagement

Helping Suppliers Align to Your Workflow

Bidnet Direct Supplier Management



Bidnet Direct Procurement Management

Bidnet Direct is enhancing the marketplace by enabling both sides.

Implementation Deliverables & Investment Summary

Our implementation approach

All four stages of our process can be encapsulated into waves that deliver value over the entire duration of our project

Iterative and concurrent approach to project planning and execution



STAGE I

Project Set Up and Analysis

- Kick-off
- Project Planning
- Requirements Alignment
- Business Process Review

STAGE II

Design prototyping Validation

- Core Team Orientation
- Application Exploration
- Design of the future solution
- Functional & Tech specifications

STAGE III

System Configuration & Integration

- Configuration of the solution
- Interface Development
- User Acceptance Testing
- Go-Live Planning
- Training

STAGE IV

Go Live & Support

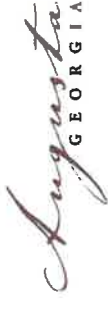
- Handover to support
- Establish Issue Escalation Procedures
- Hypercare Support during transition period



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The below outlines deliverables included in our Source-to-Contract proposal

Source:	Intake Management	Included
	RFx Creation (unlimited collaborators)	Included
	Bid Management (unlimited users)	Included
	Bid Evaluation (unlimited evaluators)	Included
	Q&A and Amendment Management	Included
Connect:	Vendor outreach programs	Included
	Certification and Pre-Qualification Management	Included
	Vendor Performance Management	Included
Contract:	Contract Repository (unlimited storage)	Included
	Milestone Management (renewal/expiry notifications)	Included
	Document creation, template management, clause library	Included
	Collaborative online redlining	Included
	Reporting	Included
	E-signature integration	Included
	Contract spend management	Included
	SSO	Included
	Approval Workflows	Included



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Investment Summary

Unlimited Users

Pricing Breakdown	
Yearly SaaS Price	\$49,000.00
One-time Implementation Price	\$20,000.00
Yearly Pricing	
Year 1	\$69,000.00
Year 2	\$51,450.00
Year 3	\$54,022.50



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