

iVis.TRAC



Presenting iVis.TRAC (Tender Response Assessment Comparator)



Cost often has the biggest Influence on
the Decision Making Process



However – NOT always the most important !!

Why considering all of your criteria along with everybody's subjective opinion is important ?



BECAUSE
Errors are costly and impact widely !!

Need to Focus on ALL Criteria

Lost Opportunity

Benefit **Cost** Risk

Reputation Priority

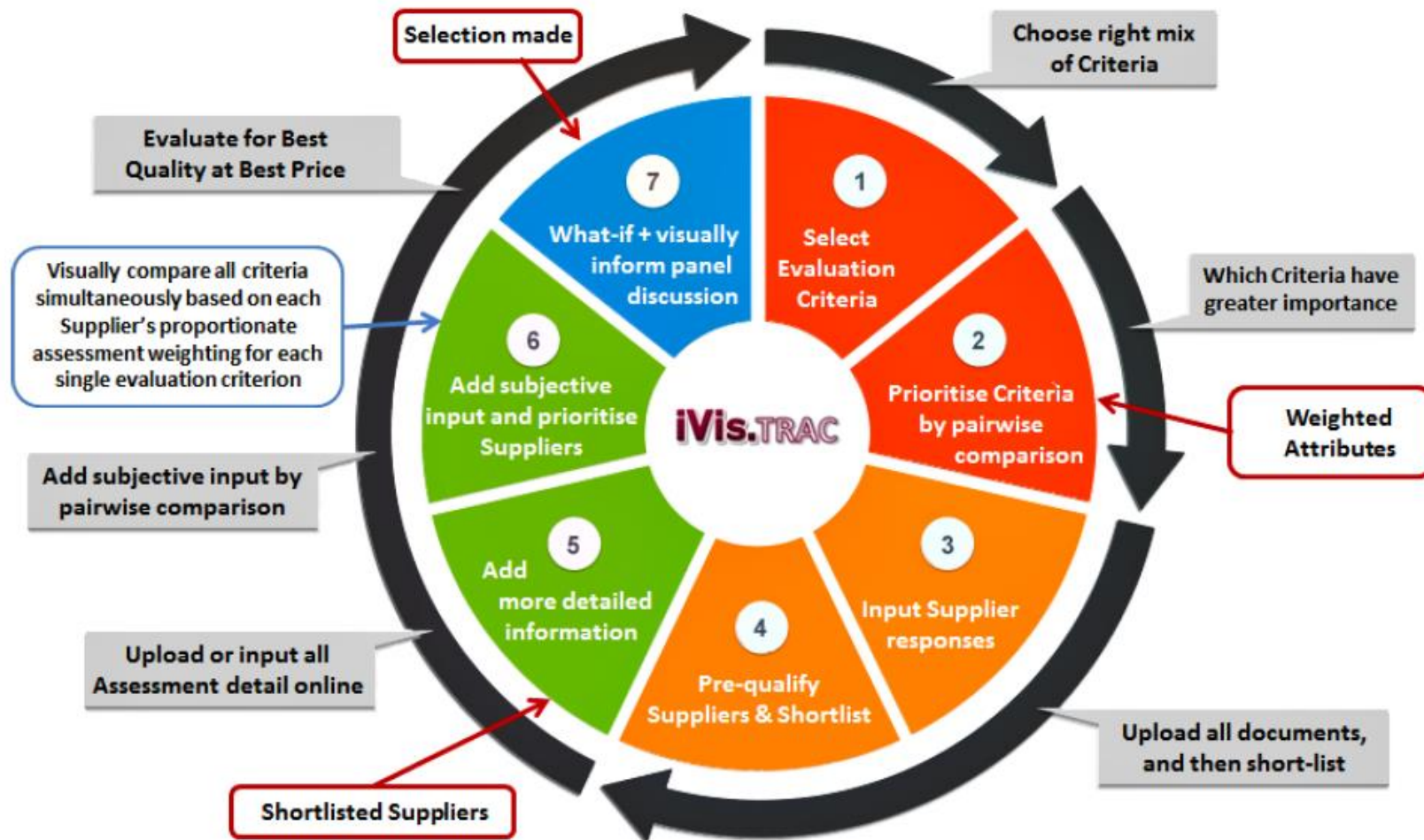
Contribution to Objective

Common Issues with Validity & Reliability of Selection Processes

- ☐ Inability to truly have a comparative assessment across all criteria
- ☐ Cost associated with bringing Panel together multiple times
- ☐ Not a single repository for all Tender information and docs
- ☐ Strong views of one or two panel members
- ☐ Accountability missing from final selection
- ☐ Not working in a Visual environment
- ☐ Not able to include Subjective input
- ☐ Don't view multiple criteria simultaneously for the full perspective



Cycle of iVis.TRAC Tender Evaluation



Outline of Functionality of iVis.TRAC

- ✓ **Selecting right Criteria (Weighted Attribute) either Quantitative or Subjective**
- ✓ **Weighting the Criteria appropriately prior to publishing RFP or assessment**
- ✓ **Evaluators signing a Non-conflict of Interest declaration prior to viewing all data**
- ✓ **Submitting Supplier details and uploading all associated documents**
- ✓ **Pre-qualification of Suppliers to determine Short-list for Assessment**
- ✓ **Uploading response templates or completing assessment responses**
- ✓ **Pair-wise Comparison for Subjective analysis - prioritise**
- ✓ **Visualisation view of 'best quality at best price'**
- ✓ **Do What-if? analysis and inform final Selection discussion**



Unique Differentiators of iVis.TRAC

- ❑ Comparative assessment visualising all Criteria concurrently
- ❑ Reduction in the costs associated with evaluating Tenders
- ❑ Risk mitigation, accountability, transparency, and save a lot of money on the cost of each Tender process
- ❑ Visual environment able to try What-if? scenarios
- ❑ Able to incorporate easily, Subjective input
- ❑ 'Software as a Service' available online 24 x 7 powered by Unicom technology developed by IBM
- ❑ Single repository for all Tender information and documents
- ❑ Use your existing process, using Weighted Attribute (Price Quality Matrix) assessment methodology to get the best quality for the best price



IAI2™ ILMC





iVis.

HELPING YOU MEET TODAY'S BIGGEST BUSINESS CHALLENGES !!



Contact Details:

christine.bear@cba.co.nz

clyde@ivissolutions.com

tony@cba.co.nz

Phone: +64 9 358 4000



Powered by Unicom's Focal Point™