

# *procurement catalyst*

Empowering supplier portfolio analysis and enrichment



A Catalyst from Bureau van Dijk  
Faster results – improved efficiency

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BUREAU VAN DIJK



# *Empowering supplier portfolio analysis and enrichment*

**Bureau van Dijk (BvD) is a key provider of business information for the procurement sector. Our databases cover companies' financials, what they do, their financial strength and their corporate structures.**

**Procurement Catalyst is a new product that tailors our solutions for the procurement environment. It makes it much faster to use company data for procurement, helps you integrate your internal data with our external intelligence and includes a number of valuable reporting options.**

## **What is Procurement Catalyst?**

Procurement Catalyst is a software tool that helps you use company data more effectively in your procurement processes. It helps you append your own supplier data with professionally sourced intelligence. You can also create valuable reports to help you understand more about your risk exposure and your spend distribution across your suppliers.

## **How does it fit into the procurement process?**

The aim of Procurement Catalyst is to give you a fast way to use professionally sourced and maintained information combined with software to help you assess and monitor existing and potential suppliers. It's a modular product. You choose the module(s) you want to include in your own workflow. It's particularly valuable in risk and spend analyses, helping you source and assess potential suppliers, monitoring your portfolio for possible threats to your supply chain and refresh and enrich the data you hold on your suppliers.

## **What information does it source from BvD's databases?**

The information is pulled from our Orbis company database. Orbis is extremely comprehensive and has information on almost 90 million companies across the globe. It contains standardised financials on companies with additional business intelligence such as financial strength indicators and company structures.

# Procurement Catalyst – the modules



## Portfolio

### Upload and manage your supplier portfolio

The administrative area where you manage the companies in your portfolio. You can batch import a group of companies or search for them individually to add new suppliers.



## Alerts

### Watch your portfolio for risk factors

Choose what to monitor including new financial data, changes in management, news stories, M&A rumours or fluctuations in financial strength indicators. Ideal to make sure you're aware of potential risk factors.



## Refresh and enrich

### Refresh stale data and enrich your records

Optimise your in-house data, in your own supplier database, by enriching with our data points. You can add financial strength indicators, companies' ultimate owners or recent financial data from our extensive reports, to get a much richer view on your suppliers. And you can refresh stale data too.



## Risk report

### Evaluate individual suppliers – current and potential

Create your own customised risk reports to assess suppliers, or use our default suggestions. You can include financial strength, ownership and propensity to become bankrupt.



## Group spend

### Calculate your spend in a corporate group

Harness the power of our extensive corporate structures. This module quickly shows your spend by corporate groups rather than individual companies. It's ideal to see if you have multiple contracts in the same groups that you're not aware of, and to assess how your spend is distributed.



## Source

### Find new suppliers

Use the full searching capabilities of our global Orbis database to find new suppliers. We work with over 100 information providers and enrich with our own M&A and corporate structure research to publish this extensive database.



## Spend analysis

### Look at your portfolio by spend

View your entire portfolio to see where your spend is. What proportion is in companies that you consider "high risk" and which companies are they? This module helps you find your riskiest suppliers, by your own definitions, so you know where you need to focus your attention.



## Excel Add-In

### Use our Excel Add-In

The BvD Excel Add-In gives you options to create your own customised templates that you can use to score and analyse your suppliers – using your chosen combination of BvD and your own data points.

It gives you complete flexibility to create your own tailored reports.

# *Focus on content – BvD the provider of choice for procurement research*

Our company products are widely used in the procurement process. Procurement Catalyst pulls information from our Orbis database which has information on almost 90 million companies across the globe.

You can choose to access regional versions of Orbis, for example, European, if your scope isn't global.

The Orbis logo is displayed in a stylized, lowercase, yellow font within a dark blue parallelogram shape.

## **Multiple information providers**

To publish Orbis we work with around 100 specialist information providers (IPs) to optimise our coverage across the globe. We also research information ourselves such as all the M&A content. Our ownership team uses numerous independent sources to enhance and append the data from our IPs to create our unique corporate structures.

## **Standardised data**

The company financials, including profit and loss account, balance sheet and ratios, are in a standardised format so you can benchmark companies wherever they're located.

## **Corporate structures**

Our ownership database is extremely comprehensive. You can view companies in the same corporate "family" and easily identify the company at the "top". This dataset is very valuable to identify multiple contracts in corporate groups.

## **M&A data**

In addition to corporate structures we show you rumours of takeovers, mergers and deal histories so you can be alerted to potential supply change issues.

## **Financial strength**

Our bespoke financial strength section includes information and scores from a number of companies with expertise on companies' financial strength. Their models have been specially designed to work with our financial reports.



# *How Procurement Catalyst can benefit you*

**Procurement Catalyst optimises your use of information in the procurement process. It improves both your data and how you can analyse it. It's a tool that's been tailored for your professional environment.**

## **Save time**

Using Procurement Catalyst you can do labour intensive analyses on your portfolio, or suppliers, in seconds. You can take advantage of professionally maintained and updated data for a higher level of accuracy with considerably less effort from your own resource.

## **Assess risk; qualify suppliers**

Our financial strength indicators and consistent financial data help you benchmark companies comprehensively and quickly. You can pre-qualify potential suppliers against these benchmarks, determine your contribution to their turnover and look at your entire portfolio from a risk point of view.

## **Monitor**

Our sophisticated alerts make sure you're aware of important changes affecting your suppliers.

## **Integrate with your workflow; keep your own analysis methodology**

Procurement Catalyst has been designed to integrate with your existing workflow, analysis templates and data sources.

## **Know who you're buying from**

Our corporate structures give you a valuable and unique insight on your spend across groups – vital to help you spread risk and for your negotiations.





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