

APD SHOULD-BE COST SOLUTIONS

IMPROVED COST SAVINGS
SHOULD-BE COST DEVELOPMENT
INCREASED SUPPLIER COLLABORATION
MORE COST TRANSPARENCY



APD helps purchasing organizations move beyond price to collaborative supplier relationships. We have built a knowledge-based approach to purchasing, with a focus on should-be costs and collaborative cost reductions. These services enable our clients to develop a supply base that delivers value and quality, on time, at the right cost.

We help clients benefit from knowledge-based sourcing in four ways:



Variance-as-a-Service

VaaS analysis reviews the mountain of detailed cost breakdowns your team has collected, so they can negotiate standardized rates for cost drivers and build reliable should-be cost models. Also, inconsistencies in historical supplier quotes provide knowledge to collaboratively negotiate savings without having to re-source.



Transparency-as-a-Service

TaaS provides buyers with a comprehensive sourcing analysis without any changes to their work flow, providing more time and knowledge for supplier negotiations. The analysis can include real-time evaluation of supplier quotes vs. VaaS and/or BaaS should-be cost models for even better intelligence to support negotiations.



Benchmarking-as-a-Service

BaaS models put our expert knowledge at your buyer's fingertips so they can negotiate standardized cost drivers and rates based on what's available in the marketplace. This accurate, up-to-date market intelligence provides knowledge to collaboratively negotiate savings without having to re-source.



ProcureForce Software

ProcureForce is a cloud-based software that provides buyers with a direct look into supplier cost structures, enabling organizations to build and apply should-be cost models. Sourcing is much more efficient with the built-in E-Sourcing functionality, and buyers have the analytics to collaborate with suppliers to optimize costs.

We help you make purchasing a competitive advantage
COST ENGINEERING
PLACEMENT
SUPPORT SERVICES
ANALYTICS
TRAINING
TRANSFORMATION

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Contact us today to find out if we can help make purchasing a competitive advantage.

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