

# Vendor Assessment

## Overview (Client Profile)

Client Provides in-depth research data about vendors with secure, anonymous input from the community to provide a risk evaluation for a vendor. It's like Moody's credit ratings meets Angie's List for vendor risk management

## Client Objective

The client is an Leading research company, focused on the upstream segments in Infra security. The client wanted to build a comprehensive, scalable and easy-to-use knowledge management solution for vendor assessment analysis.

Shree Partners also supported the Client with solutions on patent searching, Various analytics and competitive intelligence.

## Solution

- Shree Partner set up team with two associates and ramped up to 5 within two months
- Associates cover different segments in US for Vendor evaluation, which includes - Vendor Profiles, Financial Risk, Security analysis, Quality of Privacy Practices etc.
- Real-time support includes building and updating models and forecasts using valuation techniques such as DCF and multiples, earnings support (models and reports), writing Initiating Coverage reports and other ad-hoc research support

## Methodology

Shree Partners, along with the client, defined the specific business and technology needs

The research teams gather and analyze information from various databases (Thomson ONE Banker, OneSource, Hoovers, Amadeus, Zephyr, ISI Emerging Markets and Kompass), and present a succinct summary on the portal at a pre-defined frequency

## Project Impact

- Clarity to make well-informed supplier qualification decisions
- Confidence to trade in specific geographical regions with suppliers
- Fully tailored assessment plans
- Cost effectiveness in suppliers qualification program