

How a Global Tech Leader Slashed RFP Cycles by 90% with Nozma's AI Platform

A case-study in AI powered strategic sourcing



The Transformation at a Glance

The Challenge

- . **100+ hours** of manual work per RFP
- . **Delayed** critical projects
- . Risk of **biased, inconsistent** decisions

The Solution

- . Deployed **Nozma's AI sourcing assistant**
- . Assisted the full cycle of **Create, Analyze, and Negotiate**

The Results

- . **90%** faster evaluation
- . **80+** hours saved/ project
- . **10%** incremental savings
- . **100%** compliant and auditable

The Challenge: Slow and manual RFP process draining team's resource

Manual and Repetitive task

The team spent over 100 hours per RFP on manual tasks like reading, scoring, and managing Q&A.

Wasting valuable time

Endless hours were spent compiling reports and chasing down information instead of focusing on strategic, value-added tasks.



Inconsistent Decision

Without a standardized approach, decisions were prone to bias and a lack of consistency.

Sub-optimal Vendor Selection

The manual process often leads to a rushed or incomplete analysis, resulting in the selection of a vendor who may not be the best long-term strategic fit.

"It was slow, prone to human error, and it was delaying the critical technology projects our business needed to move forward. We knew we needed to find a smarter, AI-driven approach."

The Director of Strategic Sourcing

Adopting Nozma's AI Sourcing Assistant

Create RFX

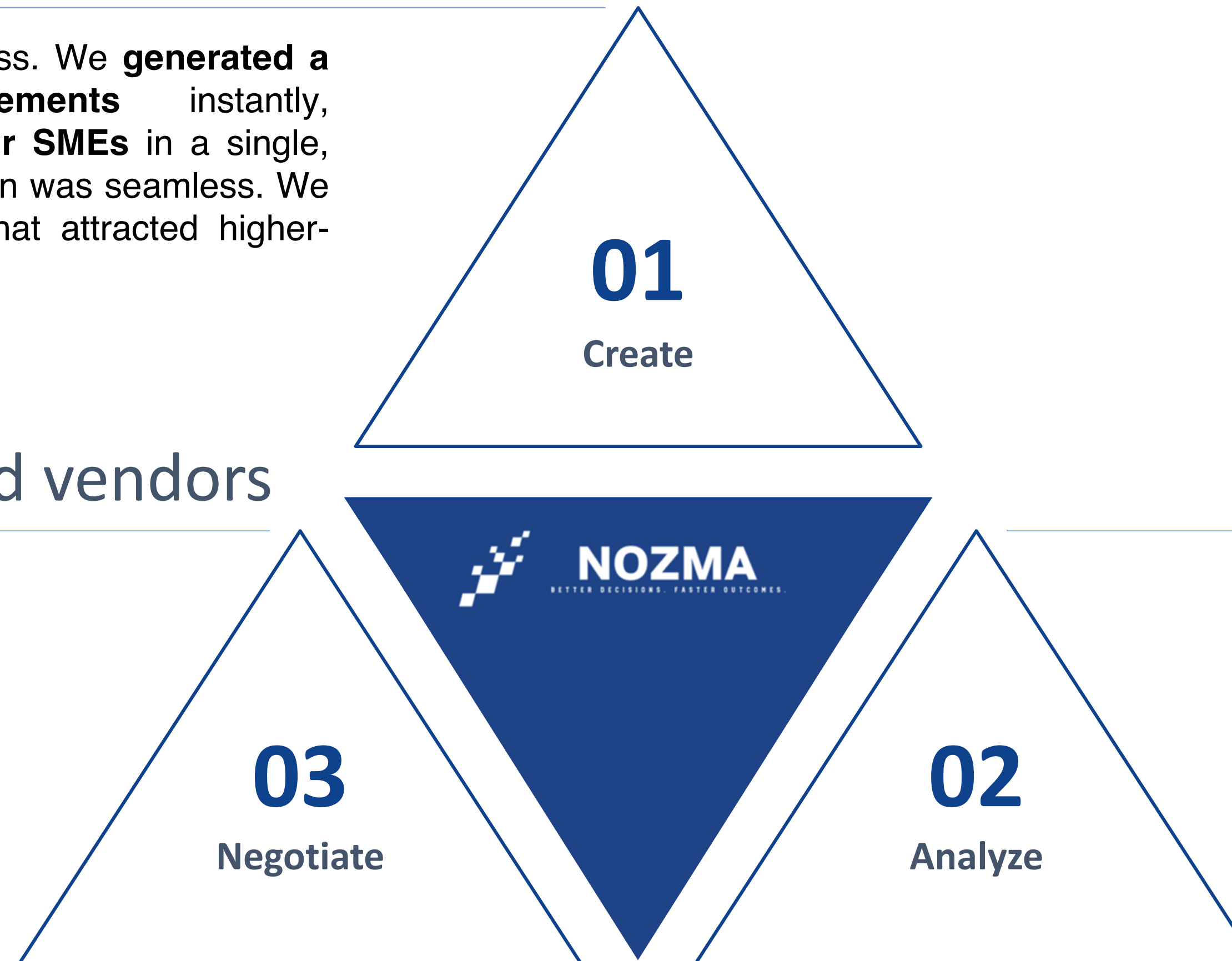
- Nozma transformed our RFP creation process. We **generated a robust set of baseline requirements** instantly, then **collaboratively refined them with our SMEs** in a single, unified workflow. The stakeholder coordination was seamless. We went to market with a **world-class RFP** that attracted higher-quality proposals from the very beginning.

Negotiate with short-listed vendors

- Nozma's Negotiate Module gave our team a decisive advantage. We were able to **negotiate confidently with data-driven insights**, moving beyond just price. The platform **generated negotiation agendas with key questions** and identified up to 12 strategic levers we hadn't considered. It served as the perfect starting point to refine our savings strategy and achieve a far better outcome.

Analyze RFX responses

- Nozma's analysis engine is incredibly powerful. It **generated objective, decision-ready reports instantly**, replacing weeks of manual work. We received **AI-driven scorecards and gap analyses** that uncovered hidden insights we would have missed. The result was a smarter, faster, and more confident award decision.



Create: Team Saved 50+ Hours per RFX while Creating Best-in-class RFXs in Minutes

Nozma

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📝

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🔄

✓ Define Project

✓ Invite Stakeholders

3 Build Template

4 Refinement Questions

5 Refined Requirements

6 Create RFP

Here are your suggested requirements.

We've drafted these based on your input and industry best practices. You can edit them as needed.

Filter by Category:

All Categories

Add Requirement

Category	Sub-Category	Requirements	Reason💡	
Technical Solution and Platform Capability	System Functionality and Feature Set	<div>Describe the system's process for automatically identifying properties entering foreclosure using public and private data sources, and how this data is updated.</div> <div>Critical</div>	<div>The program's core function is to proactively and accurately identify all properties subject to the ordinance. Manual identification is inefficient, prone to errors, and unable to scale, making automated data aggregation essential for comprehensive coverage.</div> <div>Source : Deloitte Insights, "Digital Government Transformation: A new social contract to advance the public good"</div>	<div>✎️</div> <div>🗑️</div>
Technical Solution and Platform Capability	System Functionality and Feature Set	<div>Detail the platform's automated workflow for notifying mortgagees of their registration requirements, including initial notices, reminders, and escalation for non-compliance.</div> <div>Critical</div>	<div>Effective and timely notification is legally mandated and crucial for compliance. Automating this complex workflow reduces administrative burden, ensures consistency, minimizes errors, and creates an auditable trail of communication.</div> <div>Source : Forrester, "The Total Economic Impact™ Of The Pega Platform"</div>	<div>✎️</div> <div>🗑️</div>
Technical	System	<div>Explain the system's capabilities for managing the entire lifecycle of a</div>	<div>The system must provide a complete, end-to-end view of each property</div>	

Back

Save and Exit

Generate RFP

Refine

Expert-level RFX creation **in minutes** powered by **Nozma's AI** deriving insights from **1 million+ RFXs** and industry researches.

Research and drafting reduced **from days to minutes**, enabling **rapid progress to critical tasks**.

Guided workflows ensure **consistent, comprehensive** RFX structures for fair, effective evaluations.

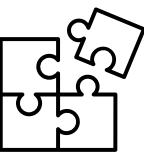
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Nozma

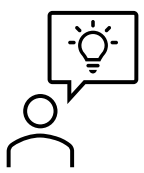
Analyze: Effective Decision Making Based on Unbiased Supplier Responses Analysis

Saving Weeks of Manual Work/ Internal Alignment

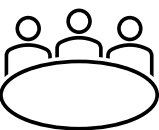
Nozma		#1 Recommended	#2 Superior Functionality	#3 Limited Match	#4 Wea
		Orby	Oversight	Klarity	App
► Price		\$220k Below Budget ⓘ	\$251k Below Budget ⓘ	\$250k Below Budget ⓘ	\$550k
Percentage of total requirements met		75.2%	76%	56.8%	62.4%
Weighted Score		4.48/5	4.4/5	3.38/5	2.86/5
Critical requirements		1/1 critical requirements met	1/1 critical requirements met	1/1 critical requirements met	1/1 critical requirements
Existing supplier?		✗	✗	✗	✗
▼ Technical Requirements		21/29 requirements met	22/29 requirements met	16/29 requirements met	16/29 requirements met
Implementation		✓	✗	✓	✓
Installation & Setup		✓	✓	✓	✓
Access Management		—	✓	—	✗
Tech Support		✓	✓	✗	—
On-Going Support		✓	✓	✓	✓



Nozma’s purpose-built AI delivers **comprehensive, objective** reports in minutes, **uncovering insights others miss**.



Automated vendor scorecards and gap analyses replace days of manual work, highlighting **top candidates** instantly.



Fully automates Q&A, **saving time and streamlining communication** with vendors.

Negotiate: Realized 10% Contract Value Savings through Data-Driven Supplier Negotiation Dossier

← Vendor Discussion Guideline
Export: Select ▾

[Accenture](#)
[AppZen](#)
[Klarity](#)
[Orby](#)
[Oversight](#)

Filter by: Select a category ▾

1

Regarding audit workflow tools, you indicated 'No' on capabilities for audit queue management, auto-assignment, bulk actions, and modifiable workflows. All other vendors confirmed these critical features. Can you detail how you plan to meet our operational efficiency objectives without these functionalities, or commit to providing them?

Reason

Accenture responded 'No' to questions 113, 114, 115, and 117, indicating a significant functional gap in core audit workflow automation. All competitors (AppZen, Klarity, Orby, Oversight) confirmed having these capabilities, which are essential to our project objective of streamlining the audit process.

Inquiry Type	Benchmark Challenge	Category	Functionality / Audit workflow tool & user communication
Risks	Major operational inefficiency	Priority	High

2

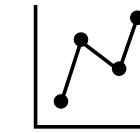
Your responses on BCDR policy, DDoS protection, and breach notification state that responsibility is owned by the customer. This is a significant deviation from other vendors. Can you clarify what security and continuity responsibilities Accenture *does* own for the service, and how you partner with a client's infrastructure team during a security incident?

Reason

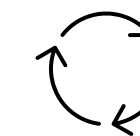
For questions 49, 51, and 67, Accenture deflected key security and BCDR responsibilities to the customer. This poses a significant risk and lacks the partnership commitment shown by other vendors who detailed their own protective measures (e.g., WAFs, specific SLAs).



AI-generated agendas pinpoint each vendor's strengths and weaknesses for focused discussions.



Proposal analysis powers **data-driven questions for confident negotiations** and contract savings.



Negotiation strategy document identifies over **25 levers**, beyond just commercial, including **competitor terms and best offer given, yielding up 12% savings.**

The Results: A New Standard for Speed & Value

Reduction in Cycle
time



Hours Saved/RFx



Savings on Total
Contract Value



Audit-Ready
Compliance



The Strategic Impact of Working with Nozma

- **From Reactive to Proactive:** The team shifted from being bogged down by manual tasks to becoming a forward-thinking strategic partner for the business.
- **From "Black Box" to Auditable Insights:** The AI platform provided a transparent, data-driven, and fully auditable record of every decision, ensuring consistency and eliminating bias.
- **From Bottleneck to Accelerator:** By dramatically reducing cycle times and unlocking more value per contract, the sourcing team became an enabler of faster project delivery and innovation.

Fundamental transformation of sourcing proces

"Nozma turned our weeks-long evaluation process into a two-day, data-driven exercise. It managed the entire Q&A process for us, and the 'Round 2' analysis was completely automated."

The Director of Strategic Sourcing

Next Steps - Ready to Transform Your Sourcing Process?

This story is not unique. Leading procurement teams are moving beyond manual processes to become true strategic partners to the business. Nozma provides the purpose-built AI platform to make that transition possible

Let's schedule a brief, personalized demo to explore how Nozma can address your specific challenges and build a custom ROI case for your organization.

