

Benchmarking

Stop guessing. See beyond your data.



OVERVIEW

What is it?

Rosslyn's Benchmarking tool is designed to empower procurement teams by providing a comprehensive pricing comparison, embedded in the platform. It enables teams to understand how their spending stacks up against both industry peers and public price books. With this insight, buyers and category managers can negotiate more favourable deals, driving substantial cost savings.

FUNCTIONALITY

How it Works.

By opting into Benchmarking, anonymized data is shared to enable the process to work effectively. This includes high-level organizational information such as size, geography, industry, and normalized spend. Users can then see how their organization's spend compares to similar-sized organizations in their industry and geography. Additionally, commodities are mapped against Amazon's Business Price Index, highlighting where items could be purchased more cheaply directly from Amazon.

APPLICATIONS

Use Cases



Compare spend with similar organizations



Compare spend against public price books from the likes of Amazon to find instant wins



Compare spend within your organization's different subsidiaries

VALUE

Key Benefits

01

Spend is automatically mapped to uniform commodities

02

All comparison data is anonymized to eliminate organizational privacy risks

03

Comparisons can be viewed instantly, no need to wait weeks for a price comparison exercise

04

No third parties needed, everything lives in a single platform

IMPACT

Why it Matters.

Understanding your spend is the first step towards savings, but comparing it to the market is a game-changer in negotiations. With detailed market insights on commodity costs, category managers and buyers are empowered to secure lower prices. Additionally, Rosslyn's Benchmarking tool can reveal opportunities to switch suppliers to online marketplaces, to save on negotiation efforts when the price is already better.