



Improving Acquisition of Commercial Items

A Pricing Decision Support Tool for Public Sector Procurement

What is Price Point?

An AI-backed price benchmarking and market basket analysis tool. Price Point joins proprietary, commercial and open data to help Public Sector buyers make “fair and reasonable” price determinations for commercial items, comply with acquisition mandates, and drive savings.

Why is Price Point Needed?

Quickly determining fair prices is critical in today’s economy as public sector procurement budgets are cut and organizations must find ways to do more with less. The acquisition and procurement community face the challenge of evaluating an enormous volume of data riddled with data quality issues, such as identical parts that are described differently. Contracting Officers are tasked with evaluating the fairness and reasonableness of pricing for thousands of individual parts per contract. In this environment, a manual approach is doomed to fail.

Price Point uses powerful XSB technology to standardize data across the supply chain and compare proposed item prices to tens-of-millions of current catalog prices as well as historical prices paid to rapidly, and precisely, determine reasonable price variations for the identical item.

Price Point provides procurement professionals with actionable reports to facilitate negotiation with suppliers and for contract file documentation. These reports rank items in terms of price risk, flagging prices which are determined to be too expensive in comparison to competitor prices for identical parts.

What are the Benefits of Price Point?

- Improved transparency across your spend
- Leverage buying power & drive savings
- Optimize pricing for virtually all your catalog spend; no need for sample market baskets which may hide over-priced items
- Reduce acquisition lead time
- Improve productivity
- Comply with Strategic Sourcing initiatives and other procurement regulations
- Ensure acquisition decisions are made accurately and consistently across the agency

Using Data Science to Drive Savings

Price Point facilitates “Horizontal Price Analysis”; the comparison of prices for the *identical item* described differently across various distributors, resellers and manufacturers. Horizontal price analysis is a critical need in public sector procurement.

Price Point has enabled some Federal agencies to renegotiate prices on long-term contracts, reducing price variability from as much as 250% to just 10% using fact-based price benchmarking data. This could easily translate to millions of dollars in savings annually.

Contact us for information on how Price Point can help your organization buy better!



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