B2GNOW

Spend Analysis

Capture every type of expenditure in one system to expedite reporting

The average size of most businesses' first local government contract is typically between $50,000 and $200,000, and sometimes much smaller. These awards are often issued without the full requirements and rules typically associated with openly competitive procurements. While the names for these small transactions vary, they are commonly called discretionary purchases, purchase order/PO purchases, and P-card purchases. Excluding these transactions from an organization's overall small and disadvantaged business (DSBE) utilization reporting can create several problems. As direct spending with fewer requirements, these transactions can effectively encourage department heads to target DSBE businesses to bid. While the additional small and disadvantaged business utilization from this category is typically a small percentage of overall organization spending, it can include a large number of small and disadvantaged vendors which can add an important element to consider around the impact and effectiveness of your supplier diversity efforts. In a contract with DSBE requirements, it is often these distributors who fall under those certifications.

Non-contract purchases are typically low-dollar value and high transaction volume. This makes it even more difficult and time-consuming to identify how much of the spending is with certified DSBE firms. Transactions like these often present the first opportunity for smaller firms to engage with public contracting due to their smaller value and relatively fewer requirements to bid on and win. Often paid for with bank purchase cards (P-cards) or other types of financial system transactions, much of the documentation related to these purchases is in the form of receipts, invoices, and P.O.s, which appear on paper receipts or bank statements. It can be a challenge to link these small transactions to the overall contracted expenditures. However, it needs to be done to see how the budget is spent in its entirety. Using spreadsheets with complex formulas to link spend records to active vendor certifications is time-consuming and prone to human error. Another common pitfall is using out-of-date certification data to match the spending data, leading to over or undercounting small and disadvantaged business utilization.

Small and disadvantaged business certifications are constantly changing, with existing ones expiring and new firms getting added. Attempting to engage the businesses directly to manage this information is extremely time-consuming and error-prone.

A solution is needed that can enrich your program's expenditures with accurate and up-to-date certification data. The resulting information should be analyzed by payment number, payment amount, purchase dates, pay dates, account codes, vendor information, e.g. business size, business location, the department who spent the money, the product the money was spent on, and supplier certification types (DBE, SBE, etc.). Searching the spend by various parameters and reporting on how and to whom the item was paid should be simple. With these reports, you could slice and dice the data however the organization wants to see it. Most importantly, you should be able to trust that you are not missing spend that should be counted as certified and that the information you are reporting is accurate and not obsolete.

Capturing non-contract expenditures and pulling them into your overall DSBE utilization reporting is critical in demonstrating your overall efforts and effectiveness in utilizing small and disadvantaged businesses. As the most common way for firms to win their first government/public sector "contracts", these small-dollar opportunities are an important segment to analyze. The B2Gnow solution lets you address all components of spending, including these small-dollar-value non-contract expenditures. With the B2Gnow Spend Analysis module, agencies have clear visibility into non-contract expenditures and can facilitate accurate reporting between agencies and oversight authorities. With it, you can perform a bulk upload to bring in the purchase data, and then match the spend amount with each vendor. You can easily run reports showing the allocation of spend across certified suppliers, as well as the percentage of spend that was certified on the date of the transaction. All of this provides a holistic view of small, local, and diverse business spend, helping improve overall program requirements.

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Key Features

Data Upload

Spend data can be uploaded from a variety of sources (e.g., Bank P-card data and financial system PO transactions). Note: P-card data typically comes directly from the bank. Clients can import purchase/expenditure data via secure bulk import transfer.

Standard Data fields include:
- Payment number
- Amount
- Payment dates
- Vendor information (EIN, address, source system number)
- Department responsible for the spend
- Description of product/service purchased

Data Availability

Summary data is accessible through multiple reports for analysis. Raw data can be accessed by system download or client-specific API.

Matching Engine

The spend analysis data enrichment engine compares vendor/payee data against all recognized certified directories to link each payment record to all applicable DSBE certifications for the vendor. The enriched spend data can be reported out by any of the spend attributes provided by the customer, or any of the vendor's certification attributes added during the enrichment such as location, ethnicity, gender, and certification type. Because the B2Gnow system stores the vendor certification data (including expired records), if a vendor is found at a later date to hold a valid certification, records can be updated, and the certification retroactively applied.

System Connectivity

Payment data is reflected in the client's B2Gnow system and is searchable, reportable, and exportable.

Benefits:

- Provides a centralized location to upload all payment documentation from various data sources.

- Automated matching of vendor data to certified directories eliminates data duplication.

- Run flexible reports on spend allocation and submit them quickly and easily for leadership review.

- View reports in various ways to see how spending was allocated, including by due dates, certification type, and department.

2+ Million
Over 2+ million certified vendors

250+
Available Certified Directories

$5 Trillion
In monitored contract value

For more information visit B2Gnow.com or call 602-325-9277.

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