

## SUPPLIER RELATIONSHIP MANAGEMENT

# The EvaluationsHub Briefing Pack

Five short briefings, each written for a specific stakeholder in your evaluation. Share the whole pack, or send each brief to the person who needs it.

| Brief                               | Written for                 |
|-------------------------------------|-----------------------------|
| 1 · Executive Briefing              | CPO, Leadership & Board     |
| 2 · Business Case                   | Finance & CFO               |
| 3 · Security & Integration Overview | IT & Security               |
| 4 · Platform Guide for Teams        | Procurement Team & Users    |
| 5 · Cross-Functional Overview       | Quality, ESG & Supply Chain |

FOR THE CPO, LEADERSHIP &amp; BOARD

# EvaluationsHub, in brief

What the platform is, what it does, and who is behind it. One document for the people who approve the decision.

PREPARED FOR

**CPO, Leadership & Board**

PLATFORM

**EvaluationsHub SRM**

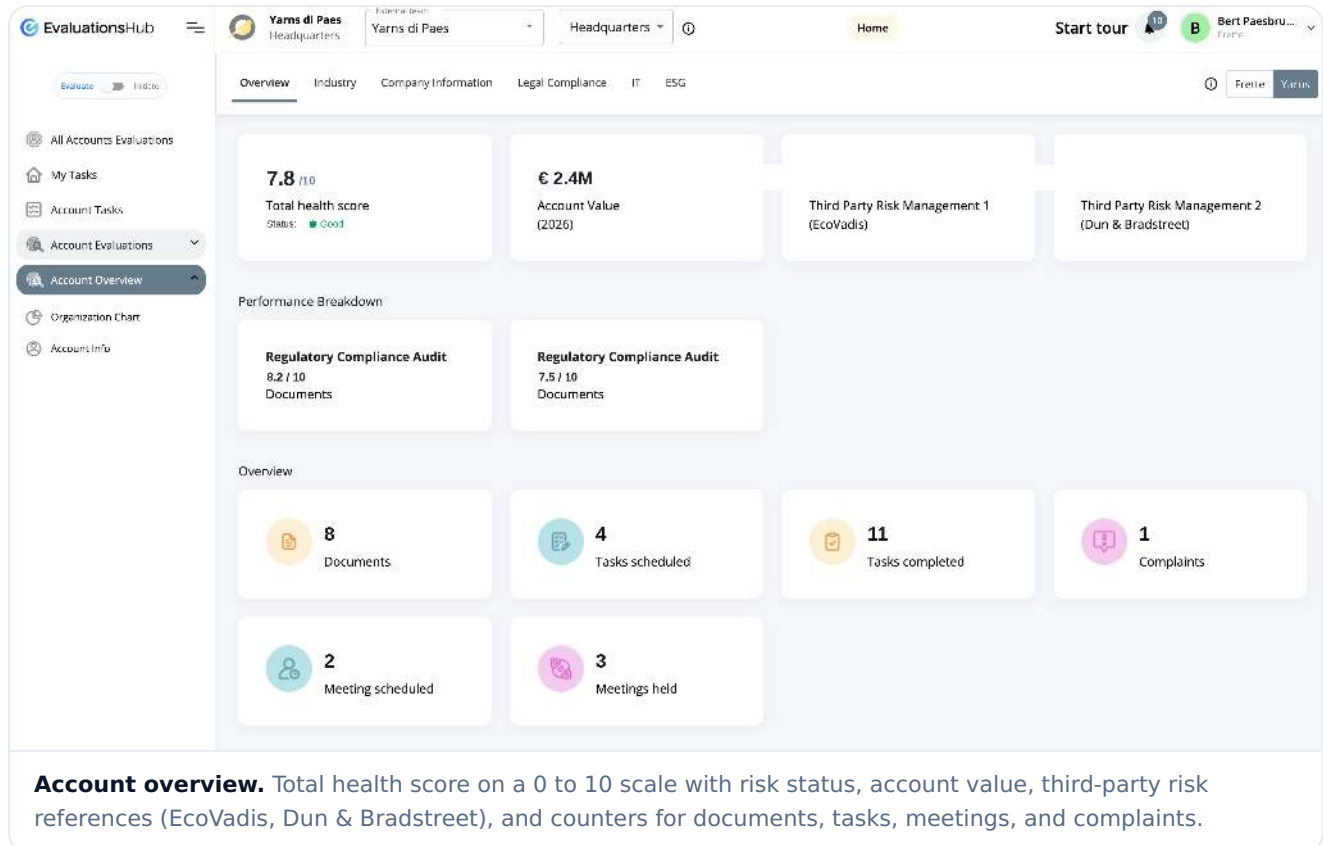
COMPANY

**Vockam SAS, Paris**

## EXECUTIVE BRIEFING

# What EvaluationsHub is

A Supplier Relationship Management (SRM) platform that runs two modes on one system: Initiate for pre-contract sourcing and qualification, and Evaluate for post-contract performance, risk, ESG, and corrective action.



## What it does

### 1 Scores every supplier on a 0 to 10 scale

Multi-criteria, multi-stakeholder evaluations replace subjective, siloed reviews.

### 2 Monitors risk continuously

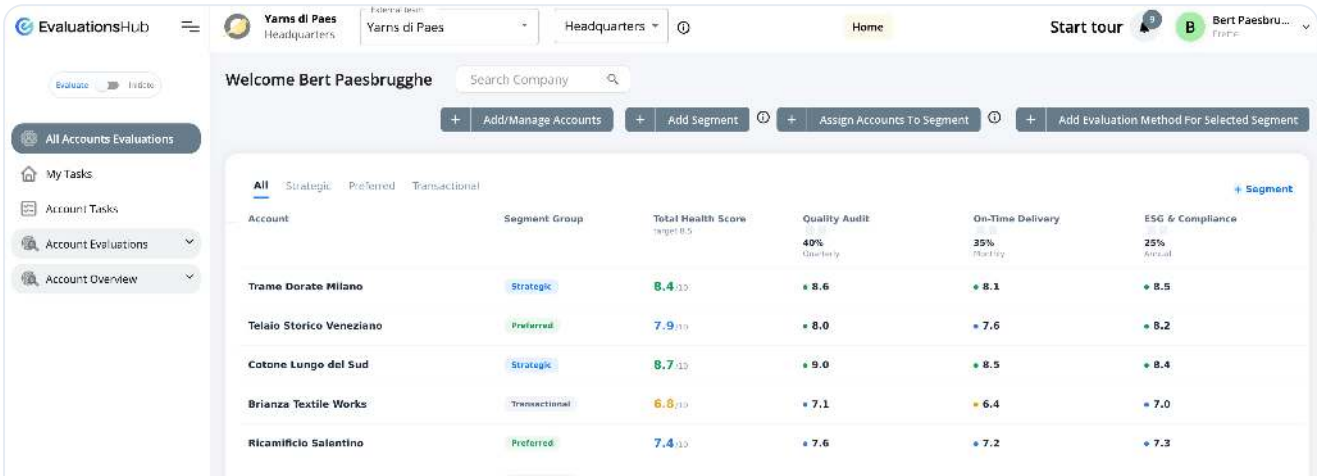
Health status per account, with third-party risk references surfaced in the account overview.

### 3 Holds the evidence

Audit reports, compliance documents, and manuals are uploaded, rated, and dated in one place.

### 4 Drives corrective action

Tasks and corrective actions move from open to resolved, each with an owner, priority, and due date.



The screenshot shows the EvaluationsHub interface. The top navigation bar includes the logo, user profile (Yarns di Paes), and various settings. The main content area displays a table of supplier evaluations. The table has columns for Account, Segment Group, Total Health Score (Target 8.5), Quality Audit (40% Quarterly), On-Time Delivery (35% Monthly), and ESG & Compliance (25% Annual). The table lists five suppliers: Trame Dorate Milano (Strategic, 8.4), Telaio Storico Veneziano (Preferred, 7.9), Cotone Lungo del Sud (Strategic, 8.7), Brianza Textile Works (Transactional, 6.8), and Ricamificio Salentino (Preferred, 7.4). Each supplier has a corresponding score for each evaluation method.

| Account                  | Segment Group | Total Health Score<br>Target 8.5 | Quality Audit<br>40% Quarterly | On-Time Delivery<br>35% Monthly | ESG & Compliance<br>25% Annual |
|--------------------------|---------------|----------------------------------|--------------------------------|---------------------------------|--------------------------------|
| Trame Dorate Milano      | Strategic     | 8.4                              | 8.6                            | 8.1                             | 8.5                            |
| Telaio Storico Veneziano | Preferred     | 7.9                              | 8.0                            | 7.6                             | 8.2                            |
| Cotone Lungo del Sud     | Strategic     | 8.7                              | 9.0                            | 8.5                             | 8.4                            |
| Brianza Textile Works    | Transactional | 6.8                              | 7.1                            | 6.4                             | 7.0                            |
| Ricamificio Salentino    | Preferred     | 7.4                              | 7.6                            | 7.2                             | 7.3                            |

**All accounts.** Every supplier by segment group, with a total health score and weighted evaluation methods (here: Regulatory Compliance Audit at 50%, Documents over a one-year window).

## About the founder



### Prof. Dr. Bert Paesbrughe Founder & CEO, EvaluationsHub (Vockam SAS)

Associate Professor of Purchasing at IÉSEG School of Management in Paris. PhD from Vlerick Business School and Ghent University. His research and teaching focus on how buyers and suppliers create value across the relationship.



**AMA Best Dissertation Award, 2018.** Awarded by the American Marketing Association Sales SIG for his doctoral research on buyer and supplier relationships, the foundation EvaluationsHub is built on.

TRUSTED BY 350 B2B TEAMS WORLDWIDE



Founded 2021 · ISO/IEC 27001:2022 Certified · GDPR compliant · Hosted on AWS Paris (eu-west-3) · SAP Partner · Nvidia Partner · G2 rating 4.9 out of 5 · Pledge 1% member.

FOR FINANCE &amp; THE CFO

# The business case

A return model grounded in an independent benchmark, indicative pricing, and a working spreadsheet you can run with your own figures.

## BUSINESS CASE

## The business case

Structured supplier management drives measurable procurement savings. The model below is grounded in an independent benchmark, and a working spreadsheet accompanies this pack.

**2-5%**

Reduction in addressable spend from structured supplier management (McKinsey CPO Executive Forum, 2025)

**~46x**

Return ratio against the annual budget (€50M spend, 3% reduction)

**~€32K**

Total annual budget for 300 suppliers, all three products

### The annual budget, built up

| Budget line                | Basis                                    | Annual         |
|----------------------------|------------------------------------------|----------------|
| EvaluationsHub (Evaluate)  | 300 × €2.00 / mo                         | €7,200         |
| InitiativesHub (Initiate)  | 300 × €2.00 / mo                         | €7,200         |
| Eva AI (add-on)            | 300 × €5.00 / mo                         | €18,000        |
| <b>Total annual budget</b> | <b>300 suppliers, all three products</b> | <b>€32,400</b> |

At the 251 to 500 supplier tier (€2.00 / supplier / month per product); volume discounts apply automatically as you scale. Internal and supplier users are always free. Enterprise (500+) adds a platform fee from €900 / month. Source: [evaluationshub.com/pricing](https://evaluationshub.com/pricing).

#### Who delivers the savings

The platform does not cut costs on its own. Your procurement team does. EvaluationsHub gives them the structure, data, and workflows to capture value that is currently spread across spreadsheets and email.

### Build the budget with your own numbers

This pack includes **EvaluationsHub\_Budget\_and\_ROI.xlsx**. Enter your supplier count and spend under management: it applies the correct volume tier, builds the annual budget line by line, and shows the return against it. Every input cell is marked; every result is a live formula.

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FOR IT &amp; SECURITY

# Security and integration

Certified security, where your data lives, how access is controlled, and how the platform connects to your stack.

## SECURITY &amp; INTEGRATION OVERVIEW



# Security and integration

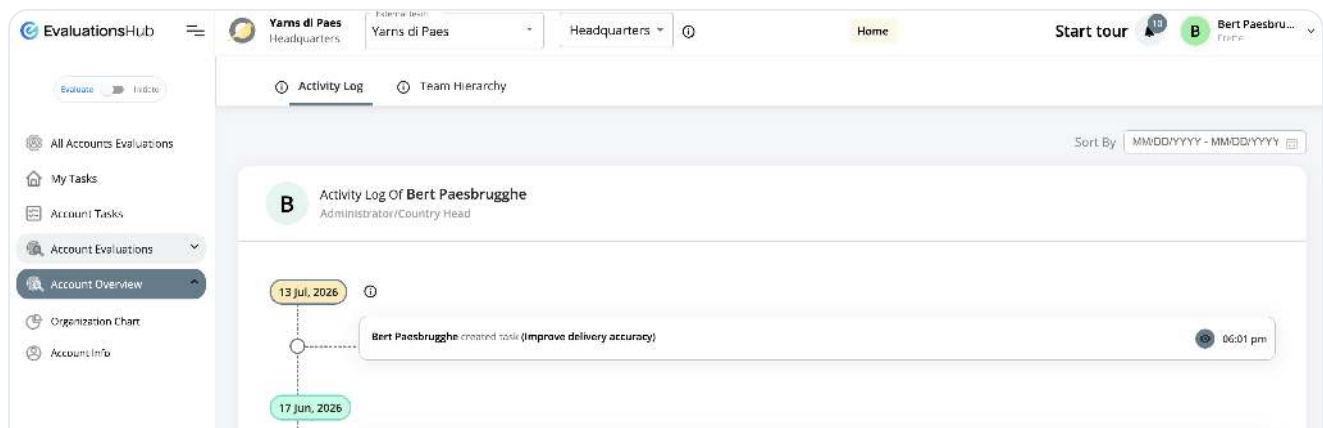
Certified information security, European data residency, and a defined integration path.

## Security & compliance

- ✓ **ISO/IEC 27001:2022 Certified**  
Independently certified information security management system (certificate included).
- ✓ **GDPR compliant**  
Data processing aligned with European data protection law.
- ✓ **EU data residency**  
Files and data hosted on AWS Paris (eu-west-3), confirmed in-product by storage on `vockam.s3.eu-west-3`.
- ✓ **Role-based access control**  
Granular permissions with a complete audit trail.

## Integrations

- ↔ **Native Salesforce sync**  
Two-way sync via custom objects.
- ↔ **REST API + webhooks**  
Programmatic access and event-driven automation.
- ↔ **CSV / Excel**  
Import and export supplier data with no friction.
- ↔ **AWS AppFlow**  
Managed connectivity to 40+ enterprise services, including SAP.



**Audit trail.** Every action is recorded with the user, timestamp, and item: task creation, document updates, member changes, and more. Filterable by date.

### Data isolation

Each customer runs on a dedicated environment at a custom subdomain (for example, `yourcompany.evaluationshub.co`), with role-based access control governing every user and action.

A custom DPA and audit support are available for enterprise customers. The ISO/IEC 27001:2022 certificate is included in this pack; its scope explicitly covers EvaluationsHub and InitiativesHub.

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FOR THE PROCUREMENT TEAM &amp; USERS

# What changes for your team

The daily workflow, shown in the product: tasks, assignments, documents, and the record they leave behind.

PREPARED FOR

**Procurement Team & Users**

PLATFORM

**EvaluationsHub SRM**

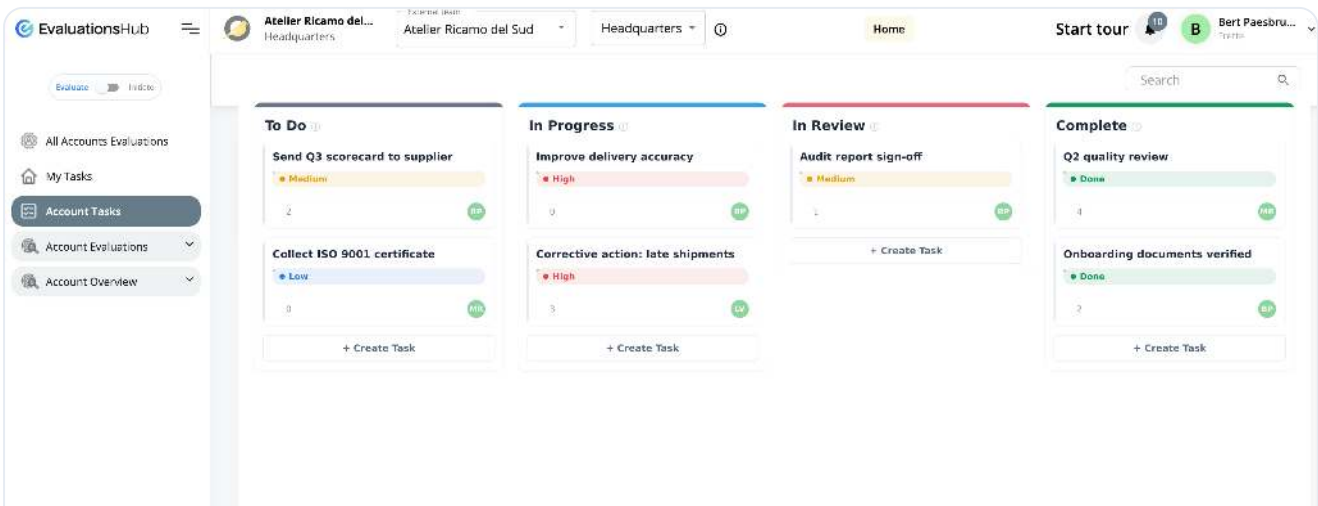
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## PLATFORM GUIDE FOR TEAMS

## What changes for your team

The people who use a tool decide whether it sticks. Here is the day-to-day, shown in the product.



**Task board.** Work moves across To Do, In Progress, In Review, and Complete, with priority, assignee, and comment count on each card.

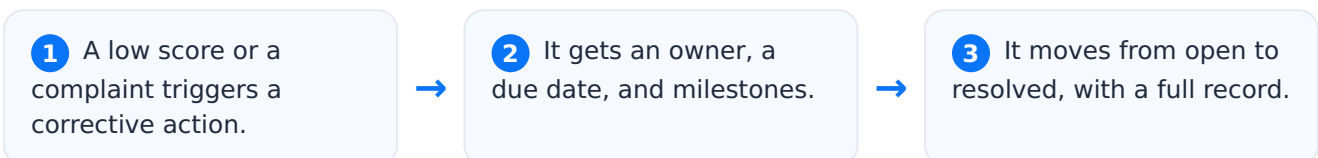
### You stop

- Rebuilding scorecards in Excel
- Chasing colleagues for their inputs
- Digging through email for supplier history

### You get

- Structured 0 to 10 scorecards
- Tasks and corrective actions with owners and due dates
- One audited record of every action

### How a corrective action works



One click today. Eva AI auto-triggered corrective actions are coming soon.

Hi Bert Paesbrughe,

You've been assigned a new task by Bert Paesbrughe from frette in EvaluationsHub. Please review the details below and take action accordingly.

#### Task Details

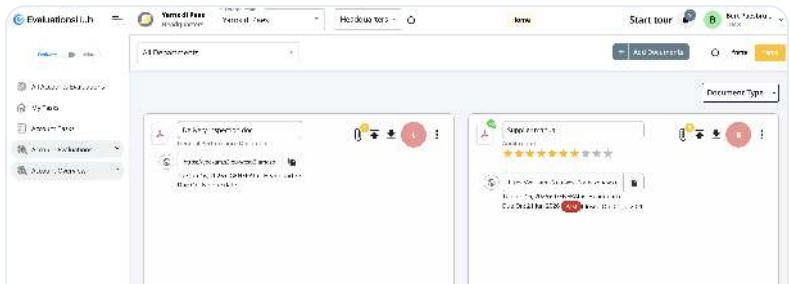
- **Title:** Improve delivery accuracy
- **Description:**
- **Priority:** High
- **Status:** In progress
- **Due Date:** July 13, 2026 6:01 AM

#### Next Step:

Please log in to your EvaluationsHub dashboard to review, comment, and begin working on the task:

Start the Task

**Assignment email.** The owner gets the title, priority, status, due date, and a direct link into the platform.



**Documents.** Files are uploaded, versioned, star-rated against a method, given due and closed dates, and stored in the EU on AWS Paris.

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FOR QUALITY, ESG & SUPPLY CHAIN

# The shared supplier record

How the platform serves the functions that co-own supplier outcomes alongside procurement.

PREPARED FOR

**Quality, ESG & Supply Chain**

PLATFORM

**EvaluationsHub SRM**

COMPANY

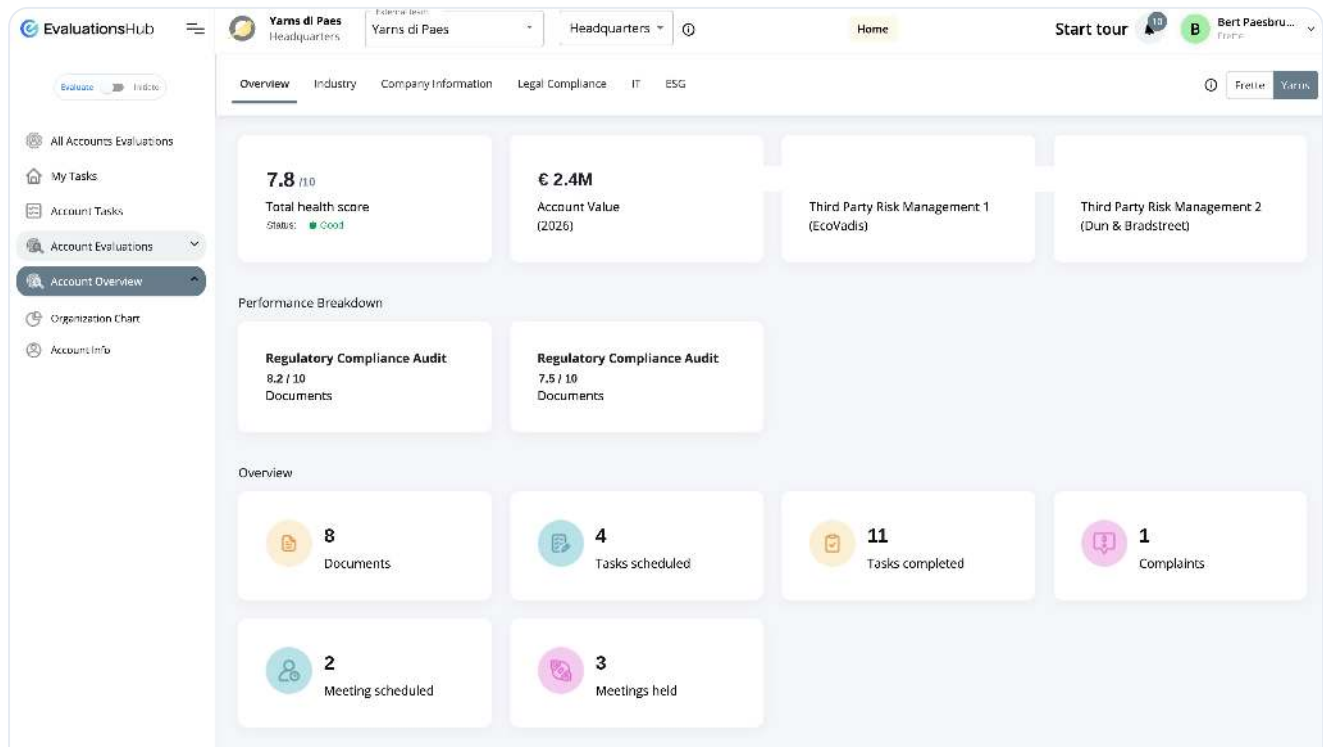
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## CROSS-FUNCTIONAL OVERVIEW

## For Quality, ESG and Supply Chain

Supplier performance is a shared responsibility. The account record carries dedicated views for the functions that co-own it.



**One account, many views.** The account carries tabs for Overview, Industry, Company Information, Legal Compliance, IT, and ESG, each feeding the same health score.

### By function

#### Q Quality

Corrective and preventive actions with owners and due dates, plus a full audit trail for every supplier issue.

#### E Sustainability & ESG

A dedicated ESG view and structured document collection for evolving European reporting mandates.

#### R Supply Chain & Risk

Continuous risk status per account, with third-party references (EcoVadis, Dun & Bradstreet) surfaced in the overview.

### Why one platform beats several tools

When Quality, ESG, and Supply Chain assess the same supplier in the same system, everyone works from one health score. No reconciling separate spreadsheets, no conflicting numbers.