Leading Utility Provider Drives Significant Cost Savings by choosing Avetta over ISN
Overview

Gaining complete visibility of the supplier network requires accurate prequalification of all suppliers. Avetta’s comprehensive supplier prequalification solution classifies suppliers based on the type and service they offer, so that companies can accurately gauge supplier information and risk accordingly.

With Avetta’s supplier prequalification solution companies can not only ensure that they have a resilient supplier network but also keep the administrative costs of managing suppliers under control.

The following is a classic case of how the leading utility provider witnessed significant cost savings by partnering with Avetta over ISN for a supplier prequalification solution.
Here’s a Quick Snapshot of Avetta’s Supplier Pricing Breakdown

Subscription Fee for Suppliers only connected to the Client.

<table>
<thead>
<tr>
<th>Number of Connections</th>
<th>Profiles (Essentials)</th>
<th>Moderate Risk (Advantage)</th>
<th>High Risk (Premier)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client</td>
<td>$299 USD</td>
<td>$720 USD</td>
<td>$1200 USD</td>
</tr>
</tbody>
</table>

Consortium Pricing Model
Supplier Fees are for Client’s single connections, if a Supplier connects to multiple Avetta customers, then Consortium Pricing Fees applies.

**High Risk (Premier) Suppliers**
Average $480 per connection

**Moderate Risk (Advantage) Suppliers**
Average $180 per connection
Unlike Avetta, ISN’s subscription fees are based on company size

<table>
<thead>
<tr>
<th>Company Size</th>
<th>ISN Subscription Cost</th>
<th>Set up Fee</th>
<th>Total Cost per Supplier</th>
<th>Number of Client Suppliers</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 4</td>
<td>$825</td>
<td>$135</td>
<td>$960</td>
<td>123</td>
<td>$118,080</td>
</tr>
<tr>
<td>5 to 9</td>
<td>$1,095</td>
<td>$165</td>
<td>$1,260</td>
<td>98</td>
<td>$123,480</td>
</tr>
<tr>
<td>10 to 19</td>
<td>$1,900</td>
<td>$275</td>
<td>$2,175</td>
<td>103</td>
<td>$224,025</td>
</tr>
<tr>
<td>20 to 24</td>
<td>$2,450</td>
<td>$350</td>
<td>$2,800</td>
<td>67</td>
<td>$187,600</td>
</tr>
<tr>
<td>25 to 49</td>
<td>$3,675</td>
<td>$500</td>
<td>$4,175</td>
<td>112</td>
<td>$467,600</td>
</tr>
<tr>
<td>50 to 99</td>
<td>$4,175</td>
<td>$600</td>
<td>$4,775</td>
<td>156</td>
<td>$744,900</td>
</tr>
<tr>
<td>100 to 249</td>
<td>$6,100</td>
<td>$875</td>
<td>$6,975</td>
<td>127</td>
<td>$885,825</td>
</tr>
<tr>
<td>250 to 499</td>
<td>$8,800</td>
<td>$975</td>
<td>$9,775</td>
<td>87</td>
<td>$850,425</td>
</tr>
<tr>
<td>500 to 999</td>
<td>$12,900</td>
<td>$1,350</td>
<td>$14,250</td>
<td>48</td>
<td>$684,000</td>
</tr>
<tr>
<td>1,000 to 2,499</td>
<td>$19,650</td>
<td>$1,625</td>
<td>$21,275</td>
<td>71</td>
<td>$1,510,525</td>
</tr>
<tr>
<td>above 2,500</td>
<td>$24,250</td>
<td>$2,300</td>
<td>$26,550</td>
<td>21</td>
<td>$557,550</td>
</tr>
</tbody>
</table>
Supplier Prequalification Cost Analysis: Avetta vs ISN

With Avetta and ISN operating on different supplier pricing structures, it is difficult to illustrate a direct comparison amongst pricing between the two platforms on a high level. However, below is a different cost analysis for direct comparisons.

The utility client’s supplier list:

1013 total suppliers

198 suppliers only connected to client in Avetta

815 suppliers have more than 6 connections in Avetta
Supplier Cost Analysis Test – 20%

Completing a cost analysis based upon the same singular connection rate allowed for an easier comparison amongst supplier pricing rates. Currently, 20% of Avetta Utility Client’s Suppliers are only using Avetta for Avetta Utility Client. Avetta anticipates that 20% of Avetta Utility Client’s Suppliers will be signing up to ISN for the first time. Utilizing these numbers shows the following:

Avetta Cost Analysis – 20%

198 Suppliers connected only to Avetta Utility Client pay an average of $670

TOTAL = $670 x 198 = $132,660

ISN Cost Analysis – 20%

198 Suppliers connected only to ISN Utility Client pay an average of $3500

TOTAL = $3500 x 198 = $693,000

Supplier Cost Analysis Test – ALL COSTS

Reviewing from a Total Numbers perspective accounting for all Suppliers regardless of Avetta Utility Client

Avetta Cost Analysis – ALL COSTS

Average Avetta Supplier Cost $1378

TOTAL

1013 Suppliers x $1378 = $1,395,914

ISN Cost Analysis – ALL COSTS

Average ISN Supplier Cost $3500

TOTAL

1013 Suppliers x $3500 = $3,545,500
The numbers are evident that the utility client saved more with their supplier pricing. Avetta’s supplier prequalification service portfolio is multi-tiered allowing suppliers to gain maximum ROI from the investments they make.

About Avetta

The Avetta SaaS platform helps clients manage supply chain risk, and their suppliers, to become more qualified for jobs. For the hiring clients in our network, we offer the world’s largest supply chain risk management network to manage supplier safety, sustainability, worker competency and performance. We perform contractor prequalification and worker competency management across major industries, all over the globe, including construction, energy, facilities, high tech, manufacturing, mining and telecom.

For suppliers in our network, our audit and verification services help lower their safety incidents rate by 29%. As a result, more than one-third of members find additional job opportunities within the first year of joining. In addition, our suppliers receive privileged access to the Avetta Marketplace, where dozens of partners offer special discounts for business services like insurance and work gear. Avetta serves more than 500 enterprise companies and 125,000 suppliers across 120+ countries.