Swingtide CVLM Suite of Offerings

Swingtide's Complete Vendor Lifecycle Management (CVLM) offerings address how you source, contract, and manage your third-party vendors to get the most out of these important relationships. We focus on technology vendors and offer a suite of offerings ranging from a single transaction, project, or dispute to on-demand capacity that helps your internal function at peak times or with complex transactions through a full CVLM Business Process Outsourcing (BPO). Clients across industries have benefitted from the flexibility provided by the range of offerings along with realizing reduced costs, more protective contracts, and higher value relationships.

	Transaction or Project	On-Demand Capacity	BPO
Best for Organizations	Seeking specialized expertise for negotiations with a challenging vendor, resolution of a complex dispute, or a defined CVLM sourcing or cost reduction project.	Needing CVLM resources at peak times such as quarter ends, for M & A activities, supporting significant projects (such as legacy contract clean-up), or complex transactions and vendors as if we are an extension of your staff.	Establishing or centralizing a sourcing, contracting and vendor management function (typically within IT or Supply Chain) that want to realize benefits and maturity faster by buying rather than building the function.
Sourcing Examples	• **ERP or EMR Selection** including business case development, RFP facilitation, and contract negotiations. • **Outsourcing Options Analysis** including discovery, baseline development, and identification of future state requirements to agreed sourcing strategy. • **Reseller Rationalization** identifies, rationalizes, and consolidates all indirect relationships to leverage scale and optimize value-added services.	• **Process and Tools:** Provide templates for market research, options analysis, requirements, selection, and RFxs. • **Work Queue:** Sourcing activities as assigned. • **Quality Assurance:** Review and coaching of any step in the sourcing process including evaluation of proposals from vendors.	**Full Sourcing Function** that serves your business by performing market research, facilitating requirements collection, competitive or sole-sourced RFXs, and business case development to help you select products and vendors. The sourcing selection takes into consideration terms to shorten contracting time.
Contracting Examples	• **Request for Cost Reduction** a collaborative renegotiation for immediate cost relief from your top vendors. • **Complex Negotiations** lead a cross-functional negotiating team for a specific high value transaction.	• **Process and Tools:** Provide templates for different agreements, checklists, and a playbook. • **Work Queue:** Contract activities as assigned based on volume, specific vendors, categories, or complexity. • **Quality Assurance:** Review and coaching of any step in the contracting.	**Full Contracting Function** a proactive contracting function that manages the calendar of interactions with vendors and includes intake, negotiations, contract approvals, training, and setup of ongoing governance or the next review before the contract expires.
Vendor Management Examples	• **Dispute Resolution** including an analysis of positions, renegotiation, and settlement of issues. • **Software Compliance Audit** facilitation of audits including risk assessment and final negotiation.	• **Process and Tools:** Provide templates for governance, issues tracking, and contract training. • **Work Queue:** Vendor management activities as assigned based. • **Quality Assurance:** Review and coaching of any step in the vendor management process.	**Full Vendor Management Function** includes invoice validation, issue tracking, governance facilitation, and obligations validation to get what you expected from your vendor relationships while continuously improving the relationship.

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