



From RFP Overload to Decision Clarity

AI-supported vendor evaluation
for faster, more objective
sourcing decisions

AdEx Partners,
Sourcing Advisory Services

April 2026

RFP evaluation needs to be faster, more consistent, and transparent.

AI helps to structure proposals, reduce effort, and align stakeholders.



RFP evaluations are becoming a bottleneck for sourcing decisions

- High volume of recurring RFPs creating workload peaks and coordination complexity
- Manual, time-intensive proposal reviews with limited comparability
- Misalignment across stakeholders slows down decision-making
- Increasing demand for transparency, auditability, and governance-ready documentation
- Lack of standardized evaluation approaches limits independence and comparability
- Findings and comments may be influenced by individual evaluator perspectives



We bring your RFP on track: AdEx Partners value commitment



Independent vendor evaluation
in 1-2 weeks: 60% faster assessments with >80% reduction in effort (person-days)



Proven frameworks & ready-to-use deliverables: Standardized templates including decision-ready SteerCo materials



AI-enabled, structured evaluation approach: Consistent scoring, transparent comparisons, and objective decision support

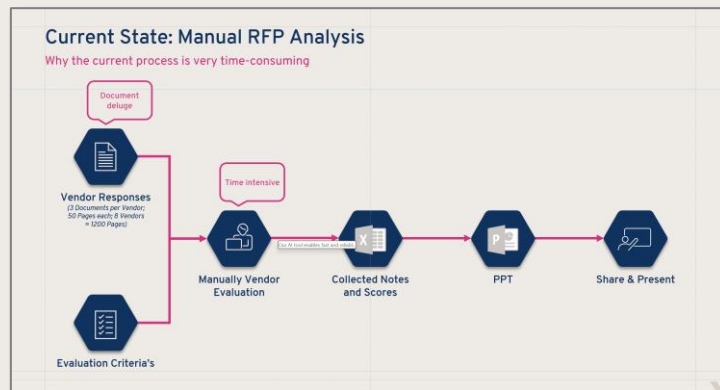


Deep sourcing expertise: Senior experts with 10+ years of experience on average in complex sourcing environments

From manual review to AI-powered evaluation.

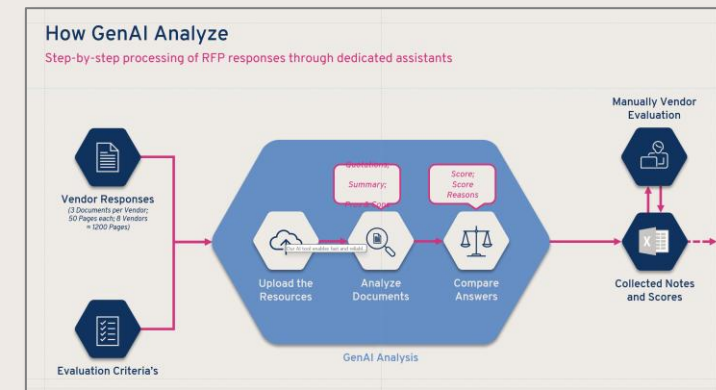
Review proposals in hours, not weeks with the AdEx Partners RFP Assistant.

Traditional RFP process



- Vendor proposals shall be reviewed by several stakeholders in full, potentially taking weeks
- Notes on different levels of detail shall be consolidated after each expert is finished
- Differences in evaluator perspectives shall be aligned to ensure objective comparison
- Only then can the proposals be compared

With RFP Assistant



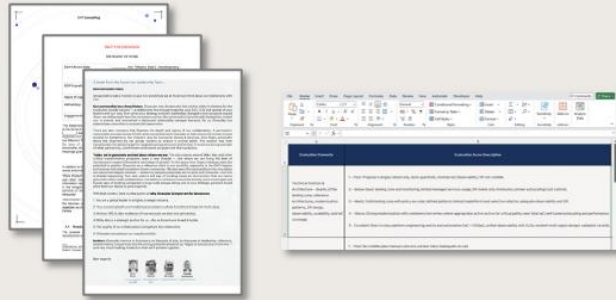
- All RFP, context and vendor documents are uploaded into the RFP Assistant
- Within only hours, the AI generates a first assessment across all rating criteria defined
- This output can be put on slides, used as a briefing or base for challenging stakeholders and vendors



The AdEx Partners RFP Assistant accelerates vendor proposal evaluation and delivers decision-ready outputs.

AI creates structured insights as a basis for comparison and decision-making.

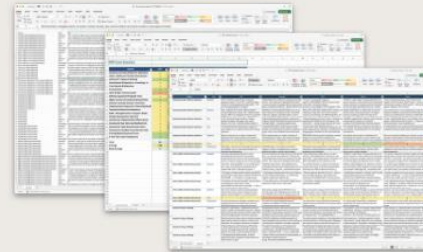
Tool input



Manual input into RFP Assistant

- **Required:** RFP package, text-based vendor proposals (PDF/Word) and evaluation criteria incl. scoring/weightings
- Supported formats: PDF / Word (machine-readable)¹
- Current limitation: Structured datasets (e.g. tables) are not processed natively

Tool output



Semi-automated output

- Proposal analysis conducted separately per vendor to avoid cross-vendor mix-ups and reduce hallucination risk
- Criterion-level outputs per vendor: scores, rationale, pros/cons and evidence quotes
- Delivered as an analysis-ready Excel file for direct consolidation and comparison

Final deliverables



Automated PowerPoint solution

- Outputs are transferred into the RFP evaluation matrix and converted into management-ready slides quickly
- Tool outputs also serve as a foundation for deeper analysis (e.g., risks, commercial levers, shortlist justification)
- Provides fact-based negotiation inputs/levers (e.g., gaps, risks, open questions)

¹ Powerpoint, Excel and other formats need to be converted in PDF format



Up to 80% less effort. Up to 60% faster evaluation.

Our RFP Assistant is successfully tested in complex sourcing environments.

German Manufacturing & Services Company



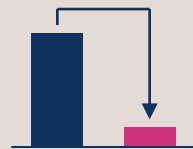
- **Scope:** Business Transformation incl. S/4 HANA, Salesforce, Blue Yonder und Tibco
- **Vendors:** 7 vendors (~1,200 pages of proposals)
- **Experience:** First large tender
- **Benchmark:** Already engaged consultancy in the project



Other
Consultancy



>60% faster
proposal evaluation



>80% less
person days
needed

Benchmark

AdEx Partners with RFP Assistant

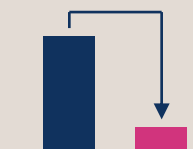
Swiss Manufacturer of Flavours and Fragrances



- **Scope:** Application Management Services (AMS)
- **Vendors:** 5 vendors (~500 pages of proposals)
- **Experience:** Various tenders of different sizes conducted already
- **Benchmark:** Internal Procurement Team



Client
Procurement



~80% faster
proposal evaluation



~70% less
person days
needed



Stop spending weeks on RFP evaluations.

We show you how to reduce evaluation effort and create clear, comparable results.



AdEx Partners.
Passion meets
Transformation



Tobias Wittebrock

Partner

+49 171 4992103

tobias.wittebrock@adexpartners.com



Alexander Orth

Associate Partner

+49 151 58244119

alexander.orth@adexpartners.com



Niklas Dilk

Senior Consultant

+49 160 91380030

niklas.dilk@adexpartners.com



Markus Müller

Manager

+41 79 2028199

markus.mueller@adexpartners.com