SourcePass

SourcePass empowers procurement teams in highly regulated industries to source smarter and faster with a centralized, compliant platform for managing RFxs, supplier bids, and auction events—all secured by Exostar's trusted access infrastructure.

EXOSTAR®

We build trust.

SUMMARY

Accelerate Sourcing, Improve Compliance, and Empower Supplier Engagement in Regulated Industries

SourcePass is a cloud-based sourcing solution built by Exostar to transform how organizations in regulated industries—such as aerospace and defense—manage sourcing and procurement activities. By streamlining RFxs and auctions through a secure, centralized platform, SourcePass helps suppliers and buyers reduce sourcing cycle times, improve compliance with trade regulations, and simplify bid management.

Accessible through Exostar's Managed Access Gateway (MAG), SourcePass ensures secure identity authentication while supporting offline bid entry, real-time engagement, and comprehensive audit trails. Whether managing a single RFx or executing high-volume sourcing events, SourcePass equips procurement teams with the tools to act quickly, compliantly, and confidently.

THE CHALLENGE

Sourcing in Regulated Industries Is Complex and Risk-Prone

Organizations operating in defense, aerospace, and other highly regulated sectors face unique sourcing challenges:

- Disconnected systems and manually intensive processes delay supplier engagement and increase error rates.

- Compliance requirements (ITAR, EAR, DFARS) complicate data handling and introduce legal risk.

- Low supplier participation due to unintuitive, cumbersome tools, repetitive manual efforts, and limited engagement options.

- Lack of visibility and traceability, making audits and internal reporting difficult.

These obstacles slow procurement cycles, expose organizations to non-compliance, and make it harder to maintain strong supplier relationships.

www.exostar.com/sourcepass

EXOSTAR®
We build trust.

A Streamlined, Secure Platform Built for Sourcing and Procurement Precision

SourcePass resolves sourcing challenges with a centralized, secure, and compliant application designed for the needs of highly regulated industries. It offers an enhanced user experience, innovative features, and scalable functionality.

Key Capabilities:

- **Quick Quotes & Auctions:** Simplify supplier engagement and drive competitive pricing.

- **Secure Access:** Use MAG for identity validation, access control, and secure data exchange.

- **High-Volume RFx Import/Export:** Enable offline work with structured templates and bulk uploads.

- **Multi-Tier Bid Support:** Allow pricing flexibility based on quantity breaks.

- **Decline & Reactivate:** Let suppliers easily opt out of and re-engage with specific RFxs.

- **Integrated Help & Support:** Give users real-time assistance via chat, phone, or online forms.

- **Compliance-Driven Design:** Restrict Export/Import controlled data upload to reduce legal exposure.

Use Case Examples

Accelerating Aerospace Sourcing Events

A Tier 1 aerospace contractor can reduce sourcing timelines for custom parts with multiple suppliers across different regions. Using SourcePass's RFQ templates and auction capabilities can reduce sourcing cycle by 30%, improved bid completeness, and ensured all data was handled in compliance with ITAR regulations.

Improving Bid Quality for Defense Suppliers

A mid-sized defense supplier can use SourcePass to respond to high-volume RFQs across multiple programs. The multi-bid feature allows them to present pricing at different quantity breaks, helping them win more business by aligning offers with buyer expectations—all while securely accessing the platform through MAG.

Ensuring Trade Compliance for a Global Manufacturer

A global life sciences manufacturer can leverage SourcePass to align their sourcing workflows with U.S. and non-U.S. trade laws. They used built-in compliance features to train teams, audit sourcing activities, and avoid uploading controlled data. This reduces the risk of regulatory violations and supported their export control program.

Key Benefits

Benefit	What It Means for You
Faster Procurement Cycles	Reduce time-to-respond for RFxs and accelerate award decisions
Compliance Confidence	Ensure alignment with ITAR, DFARS, EAR, and other trade regulations
Better Supplier Engagement	Simplify the bidding experience and increase participation in sourcing events
Improved Accuracy	Reduce bid errors with structured templates and offline support
Scalable for Enterprise Use	Support distributed teams, complex projects, and high-volume RFx management
Audit-Ready Processes	Maintain full traceability across all sourcing activities for internal and external reviews
Secure Access via MAG	Authenticate all users with trusted identity and access management

Frequently Asked Questions (FAQs)

What makes SourcePass different from other sourcing platforms?

SourcePass is built specifically for highly regulated industries and integrates with Exostar's MAG, ensuring identity verification, role-based access, and compliance with U.S. and international trade laws.

Can I use SourcePass for global sourcing?

Yes. SourcePass is designed to support multi-region procurement and is accessible to vetted suppliers in over 175 countries.

How does SourcePass ensure compliance with export/import laws?

The platform prohibits the upload of Export/Import-controlled data, supports audit trails, and offers workflows that comply with ITAR, EAR, and DFARS requirements.

Does SourcePass integrate with other procurement systems?

SourcePass is designed to work as a standalone solution or integrate into broader procurement ecosystems via Exostar's secure APIs.

www.exostar.com/sourcepass

Secure, Simplify, and Scale
Your Sourcing Operations

Sourcing and procurement in regulated industries doesn't need to be complex. SourcePass delivers everything your team needs to move faster, reduce risk, and empower suppliers—all in one secure platform. Learn more at www.exostar.com.

Schedule a personalized demo today.