

What is new in Procurement Sourcing in version 24B?

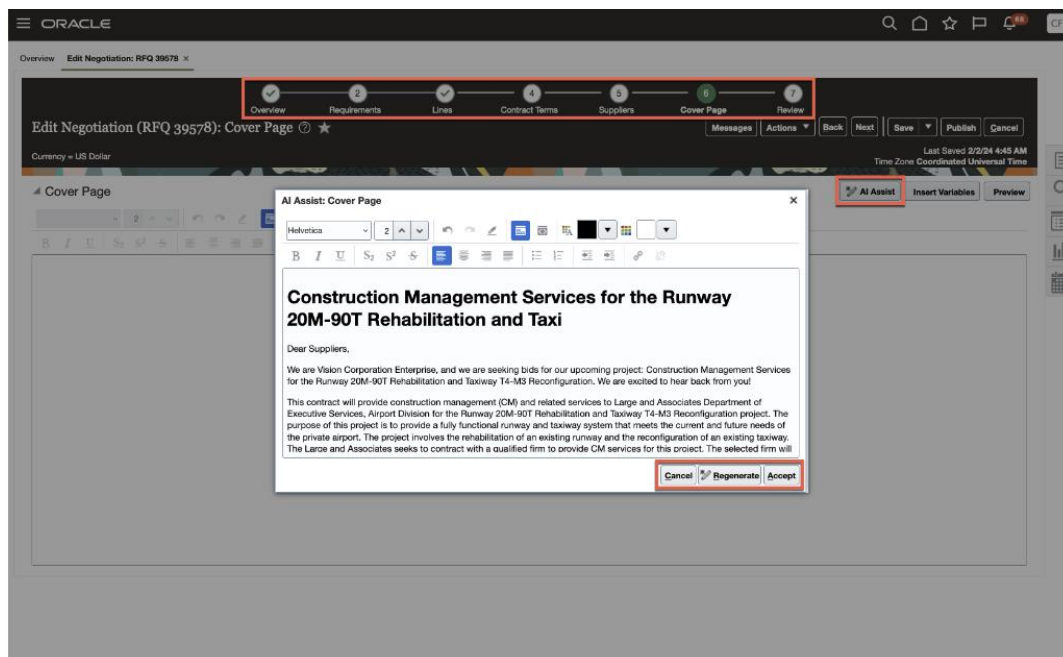
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By Aytan Vahidova

1. Create Negotiation Cover Page with Generative AI

Leverage generative Artificial Intelligence (AI) to author the cover page text for your negotiation. Enter the key details like **the title, synopsis, item categories, and significant dates**, and then use the AI Assist to generate the cover page text. AI will use the information from the draft negotiation and suggest content to include for you to get started. If you like a suggestion, you can review and accept it. If not, you can always edit it before or after accepting it. You also have to option to regenerate and explore different contents and formats until you find the one that fits your needs.



How to enable this feature?

On the **Manage Negotiation Styles** page, select and edit one of your existing negotiation styles, or create a new negotiation style. (You can't edit a predefined negotiation style.)

In the **Controls** section, under the Cover Page, select the **AI Assist** check box.

Edit Negotiation Style: BH Auc 2 Stage [Save] [Save and Close] [Cancel]

Document Types

View ▾ Format ▾ [Preview] [Detach] [Wrap]

Enable	Document Type	Negotiation Display Name	Response Document Type	Response Display Name	Default Negotiation Template	Edit Content
<input checked="" type="checkbox"/>	Auction	b_Auction	Bid	Bid	[Dropdown]	[Edit]
<input type="checkbox"/>	RFI	RFI	Response	Response	[Dropdown]	[Edit]
<input type="checkbox"/>	RFQ	RFQ	Quote	Quote	[Dropdown]	[Edit]

Controls

Negotiation Document Format

☒ Single document
☐ Lines in separate spreadsheet

Cover Page

☒ Cover page
☒ **AI Assist**

Overview

☐ Large negotiation
☒ Two stage RFQ
☒ General introduction
☒ Terms instructions

Lines

- ☒ Instructions
- ☒ Lines in RFI
- ☒ Lots
- ☒ Line groups
- ☒ Alternate response lines
- ☒ Line level price discount
- ☒ Cost factors
- ☒ Quantity-Based price lines
- ☒ Line attributes
- ☒ Multiattribute scoring
- ☒ Default line attributes

2. View Previous Round Scores During Award

When executing multiple-round negotiations it's important to have access to past scoring information throughout the entire process.

For example, in 2-stage negotiation suppliers are typically evaluated for **technical and commercial requirements** and then shortlisted for a new pricing only commercial round to provide a best and final offer. It's important for evaluators, and approvers to have access to scores from the prior round when finalizing award.

With this feature, you can:

- View the previous round's requirement scores of the suppliers during award analysis and approval
- Make an informed award decision based on scores and new round pricing.

Oracle

Overview RFQ 40653 Auction: 40653-2 Award Negotiation: Auction 40653-2 Analyze Negotiation: RFQ 40653

Award Negotiation (Auction): 40653-2

Currency - US Dollar

Time Zone Pacific Standard Time

Title: Healthcare Procurement FY 24

Status: Closed

Time Remaining: 0 Seconds

Close Date: 11/27/23 1:45 AM

Scoring Status: Not Started

Award Progress Percent: 0%

Award Attachments: None

Additional Information

Award

Suppliers Lines

Supplier	Supplier Contact	Response	Previous Round Score	Response Amount	Shortlist	Overall Rank
Fantastic Laptops	Edwards, Fidel	173654	97.00	224,000.00	✓	1
Big Computers	Anders, Alex	173663	78.00	249,400.00	✓	2

Columns Hidden: 2

It was not visible in previous versions:

Award

Suppliers Lines

Supplier	Supplier Site	Supplier Contact	Awarded	Awarded Lines	Will Participate	Response	Response Type	Technical Score	Total Amount	Transformed Amount	Shortlist
		Kocart, Fidan	✓	1	Yes	68206	Primary	80.00	122,306.50	122,306.50	✓
Total									122,306.50	122,306.50	

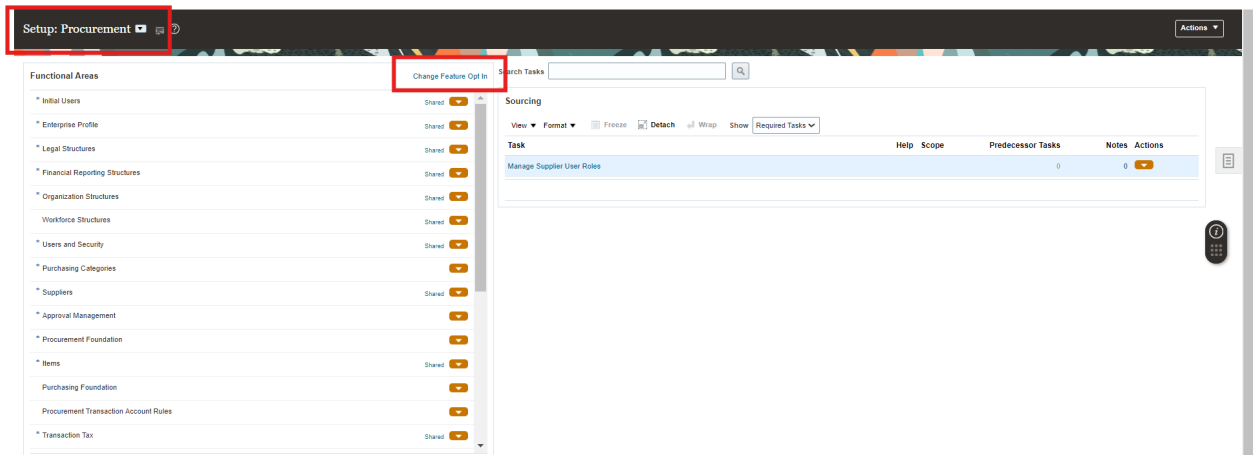
How to enable this feature?

Login to Fusion:

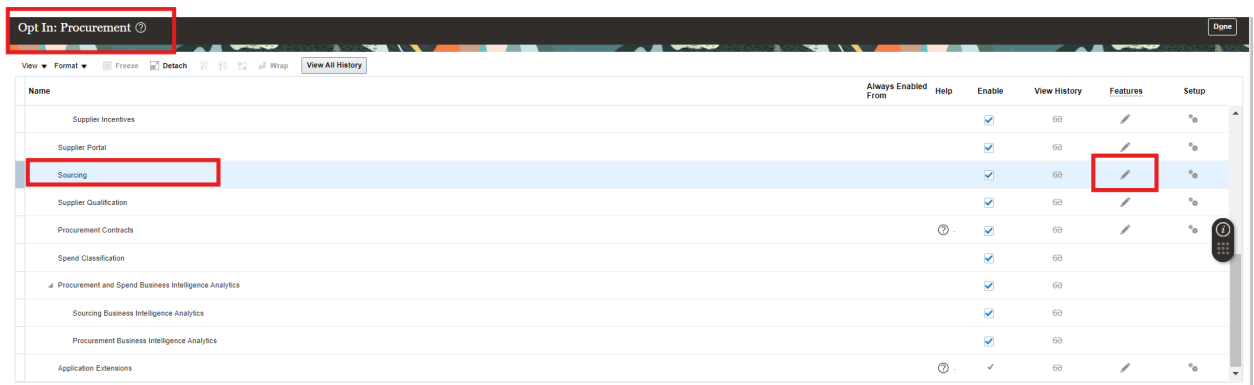
Setup and Maintenance:

Procurement offering:

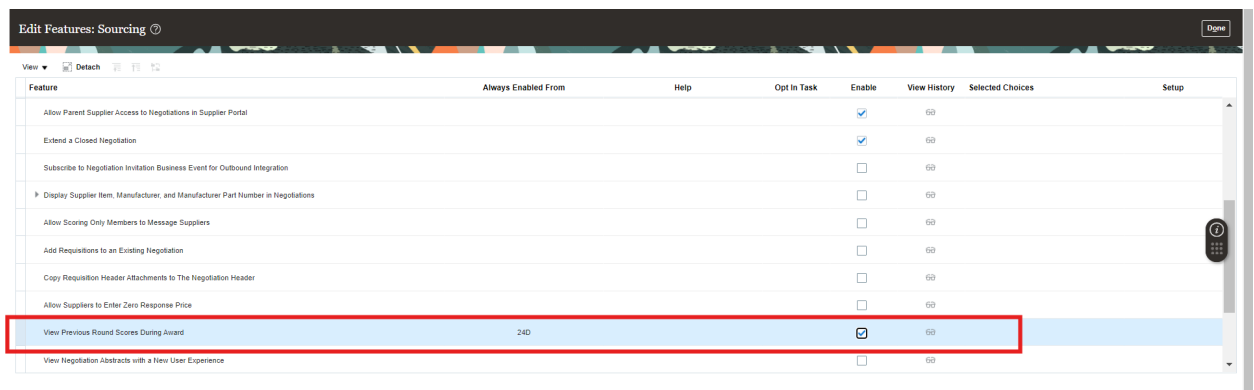
Change Feature Opt In



Navigate to Sourcing and Edit:



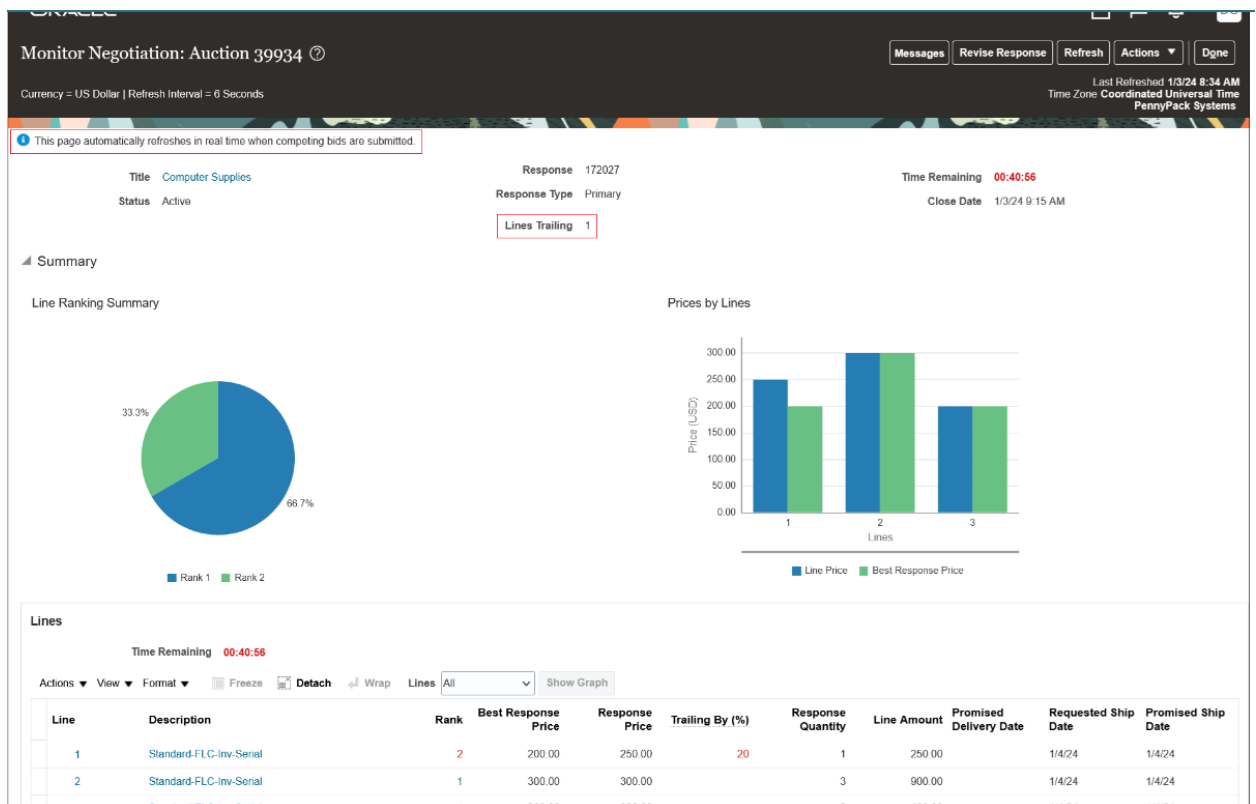
Tick the feature <View Previous Round Scores During Award>:



3. Refresh Auction in Real Time for Suppliers

The Monitor Auction page for suppliers is now automatically refreshed during the last hour of the auction when new bids are submitted, or existing bids are revised, disqualified, or both. On refresh, suppliers will see the count of lines they are trailing on to help them decide whether to revise their bid.

Suppliers **have an improved opportunity to win the bid** as they can see their rank in real time.



How to enable this feature?

You don't need to do anything to enable this feature. Users with relevant role can access this feature.

4. Allow Zero Response Price in Large Negotiations

Large negotiations are negotiations with very high volumes. With this update, **suppliers can enter a zero price when responding to large negotiations.** This allows suppliers to offer items for free or offer services for products that are still under warranty.

Warning

You're offering 946 lines for free with zero response price. (PON-2085929)
Do you want to continue?

Yes No

Line	Description	Required Details	Category Name	Start Price	Best Response Price	Response Price	Response Quantity	UOM	Line Amount	Promised Delivery Date
10	TABLET CASING ASSEMBLY		Miscellaneous_1	1,300.00	No response	0.00	100	Each	0.00	
20	IT Maintenance Service		Service	13,000.00	No response	0.00			0.00	
30	BATTERY COVER		Miscellaneous_1	1,400.00	No response	0.00	200	Each	0.00	
30.1	BACK CASE		Miscellaneous_1	750.00	No response	50.00	200	Each	10,000.00	
30.2	FRONT CASE		Miscellaneous_1	650.00	No response	50.00	200	Each	10,000.00	

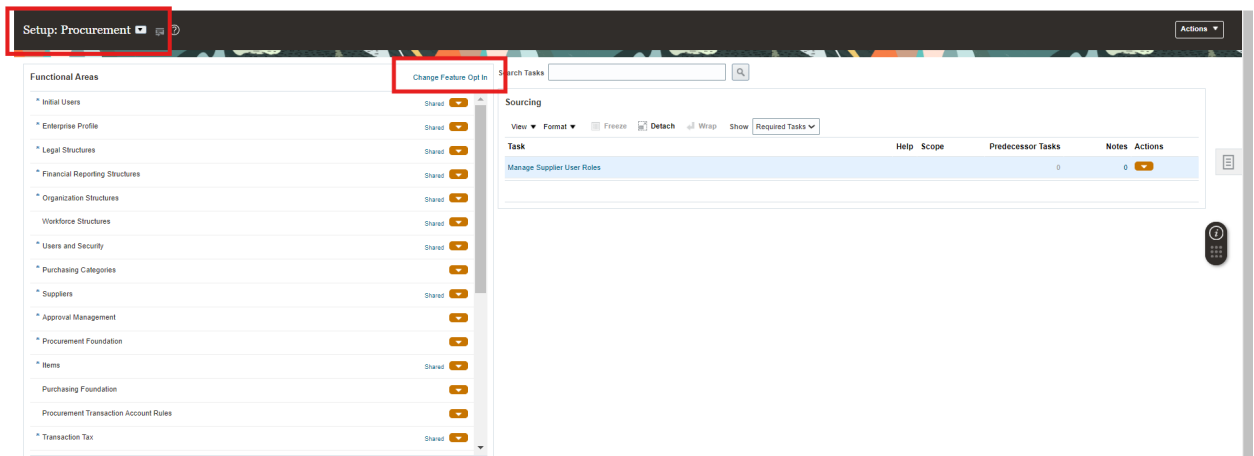
How to enable this feature?

Login to Fusion:

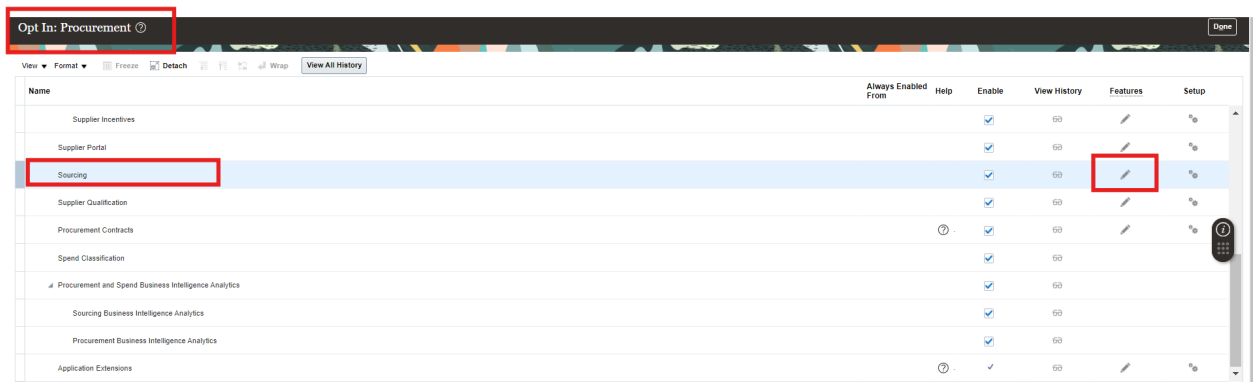
Setup and Maintenance:

Procurement offering:

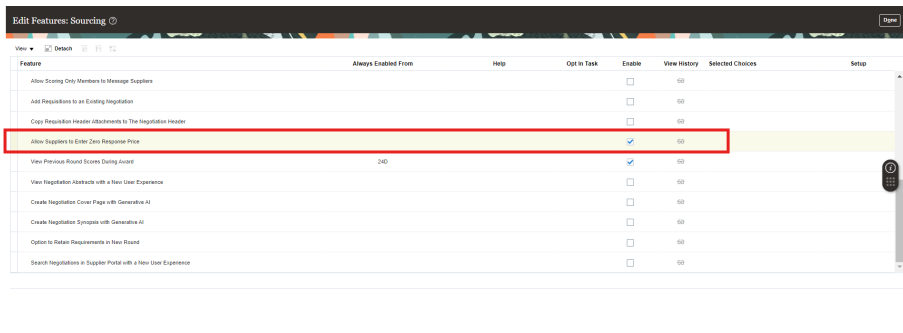
Change Feature Opt In:



Navigate to Sourcing and Edit:



Tick the feature <**Allow Suppliers to Enter Zero Response Price**>:



5. Add Requisitions to Large Negotiations

Using the Large Negotiation feature, you can now **process requisitions with thousands of lines**. The awarded lines are automatically allocated to purchasing documents and requisitions fulfilled using background processing.

To use the feature:

- Provide the requisition number and requisition line number backing each negotiation line in the lines import template (.XLSM) and import using the file-based data import process (FBDI).
- Supplier responses are captured, analyzed, and awarded using the background processes.

- Make an award decision, the award quantity is then automatically allocated to satisfy the requisition demand when the Create Purchasing Documents background process is run.
- Review the requisition line quantity allocations in the view line allocations UI, before creating purchasing documents in Purchasing. (Line allocations page is now enhanced to support lines search across the 3 tab views.)
- Submit the Purchasing Documents background process, this creates the purchasing documents, which fulfills the requisition demand. Any unallocated requisition line quantity is returned back to the process requisitions pool.

Analyze Negotiation (RFQ): 39884.1

Currency US Dollar

Time Zone Coordinated Universal Time

Messages

Analyze Lines by Spreadsheet

Actions

Dgme

TitleProcure Computer Supplies for Q2

Award Complete Date29-Dec-2023 10:02 AM

Total Award Amount900,000,000.00

Savings300,000,000.00

Savings25.00%

Total Lines10,009

Awarded Lines10,000

Lines with No Award9

Lines Pending Award0

Lines with No Responses0

First Line Number1

Last Line Number10009

StatusCompleted, purchasing document created

Close Date29 Dec 2023 9:50 AM

Award AttachmentsNone

Additional Information

Analyze

Suppliers

Lines

SearchLine Description

Show Filters

View

Format

Line	Requisitioning BU	Line Type	Item	Category Name	Awarded	Requisition	Requisition Line	Active Responses	Awarded Responses	Best Response	Best Response Price	Current Price	UOM
1	Vision Operations	Goods	Laptop Battery	Miscellaneous_1		10504956	1	3	2	171993	900.00	1,200.00	Each
2	Vision Operations	Goods	Laptop Casing	Miscellaneous_1		10504956	2	3	2	171993	900.00	1,200.00	Each
3	Vision Operations	Goods	Laptop Stand	Office Supplies		10504956	3	3	2	171993	900.00	1,200.00	Each
4	Vision Operations	Goods	Laptop Battery	Miscellaneous_1		10504956	4	3	2	171993	900.00	1,200.00	Each
5	Vision Operations	Goods	Laptop Casing	Miscellaneous_1		10504956	5	3	2	171993	900.00	1,200.00	Each

Requisition Information in Award Negotiation

Line Allocations (RFQ 39884.1)

Done

TitleProcure Computer Supplies for G2

Procurement BUVision Operations

Total Award AmountUSD 900,000,000.00

StatusCompleted, purchasing document created

Awarded Responses2

Negotiation Lines with Requisitions

Negotiation Lines Without Requisitions

Requisition Lines Not Allocated

Total Lines10009

Lines with Requisitions9994

Search

Line Description

Hide Filters

Filters

Reset

** At least one is required

Description

** Line

** Category Name

Search

View

Format

Freeze

Detach

Wrap

Line	Requisitioning BU	Line Type	Item	Awarded Response	UOM	Quantity or Amount				Details
						Requisition Total	Awarded	Allocated	Unallocated	
1	Vision Operations	Goods	Laptop Battery	Multiple	Each	10	100	10	90	
2	Vision Operations	Goods	Laptop Casing	Multiple	Each	10	100	10	90	
3	Vision Operations	Goods	Laptop Stand	Multiple	Each	10	100	10	90	
4	Vision Operations	Goods	Laptop Battery	Multiple	Each	10	100	10	90	
5	Vision Operations	Goods	Laptop Casing	Multiple	Each	10	100	10	90	
6	Vision Operations	Goods	Laptop Stand	Multiple	Each	10	100	10	90	
7	Vision Operations	Goods	Laptop Battery	Multiple	Each	10	100	10	90	

Instead of conducting multiple negotiations, you can now process a large volume of requisition lines in a single negotiation, saving considerable time and effort. Download and review the latest PONNegotiationLinesImportTemplate.xlsm import template in the File-Based Data Import for Oracle Procurement Cloud guide

Cloud / Cloud Applications / Procurement / 24C

File-Based Data Import (FBDI) for Procurement

Load Data into Tables

- 2 Purchasing
 - Blanket Purchase Agreements Import
 - Contract Purchase Agreements Import
 - Purchase Orders Import
- 3 Self Service Procurement
 - Import Requisitions
- 4 Sourcing
 - Import Negotiation Lines**
- 5 Spend Classification
 - Data Set Import
- 6 Supplier Model
 - Import Supplier Addresses
 - Import Supplier Attachments
 - Import Supplier Business Classifications
 - Import Supplier Contacts
 - Import Supplier Products and Services

Import Negotiation Lines

Import negotiation lines from external systems into a negotiation created in Oracle Sourcing with file-based data import process.

Details

- Object owner: Procurement:Sourcing:Supplier Negotiation
- UCM account: prc/supplierNegotiation/import

File Links

File	Link
XLSM template	PONNegotiationLinesImportTemplate.xlsm
Control files	<ul style="list-style-type: none"> Import Control File For Negotiation Lines With Purchase Order Outcome Import Control File For Negotiation Lines With Agreement Outcome Import Control File For External Cost Factors

On this page

Details

File Links

Job and Table Links

Two new columns added for capturing **Requisition** and **Requisition Line Number** to LinesOrderOutcome sheet to process high volume of requisition lines using large negotiation feature:

PONNegotiationLinesImportTemplate - Excel

File Home Insert Page Layout Formulas Data Review View Help Acrobat

Clipboard Font Alignment Number Styles Cells Editing

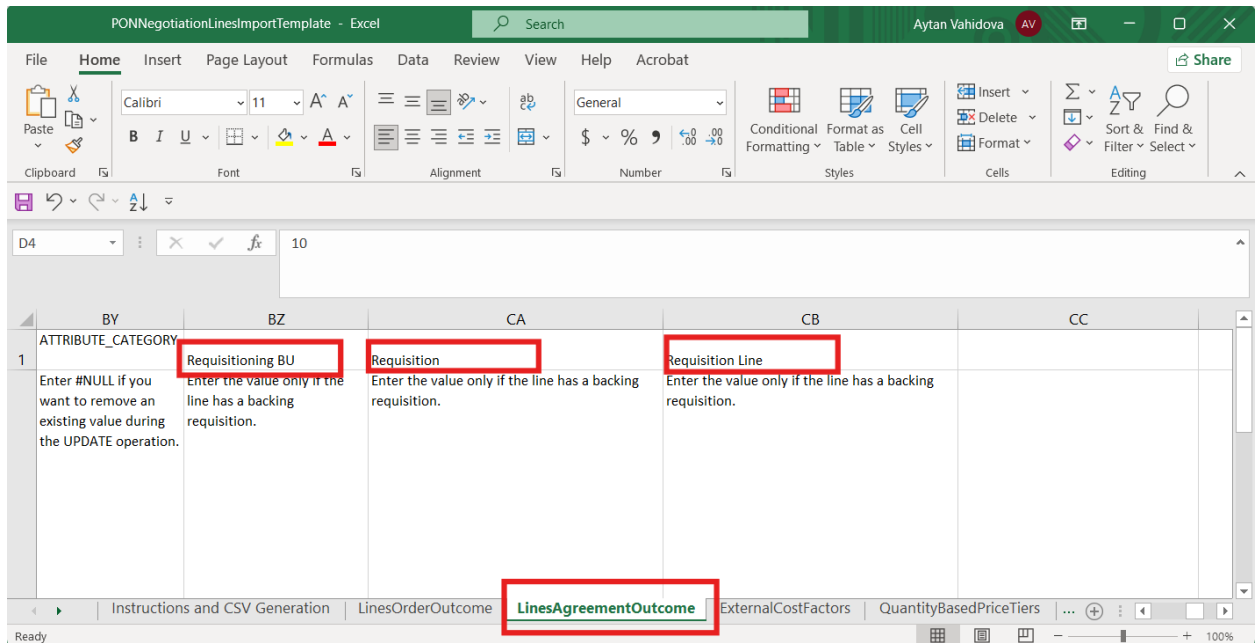
CC2

	BY	BZ	CA	CB	CC	CD	CE	CF	CG
1	ATTRIBUTE_CATEGORY Enter #NULL if you want to remove an existing value during the UPDATE operation.	Requisition Enter the value only if the line has a backing requisition.	Requisition Line Enter the value only if the line has a backing requisition.						

Instructions and CSV Generation **LinesOrderOutcome** LinesAgreementOutcome ExternalCostFactors QuantityBasedPriceTiers

Ready

Three new columns added for capturing
Requisitioning BU, Requisition, Requisition Line
numbers to LinesAgreementOutcome sheet:



How to enable this feature?

To enable Large Negotiation feature, in the Setup and Maintenance work area, go to the Manage Negotiation Styles task.

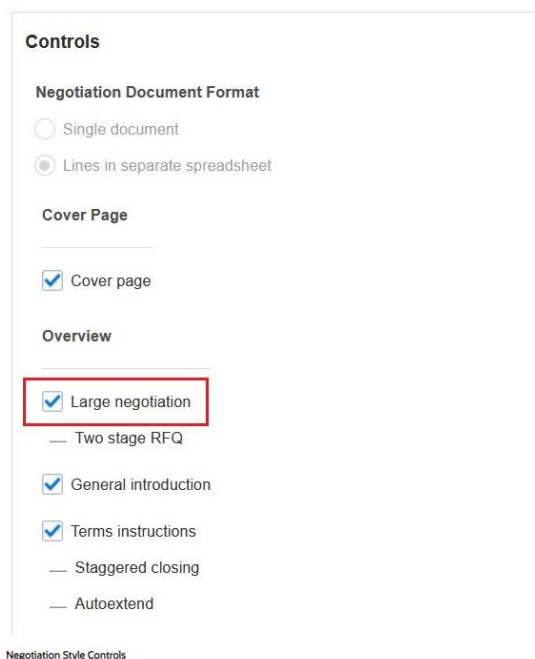
Offering: Procurement

Functional area: Sourcing

Task: Manage Negotiation Styles

On the **Manage Negotiation Styles** page, select and edit one of your existing negotiation styles, or create a new negotiation style. (You can't edit a predefined negotiation style.)

In the Controls section, under the Overview group, select the Large negotiation check box.



The screenshot displays the 'Negotiation Style Controls' interface. It features three main sections: 'Negotiation Document Format', 'Cover Page', and 'Overview'. In the 'Overview' section, the 'Large negotiation' checkbox is checked and highlighted with a red rectangular box. Below it, the 'Two stage RFQ' checkbox is unchecked. Further down, the 'General introduction', 'Terms instructions', 'Staggered closing', and 'Autoextend' checkboxes are all checked.

Controls

Negotiation Document Format

- ☐ Single document
- ☒ Lines in separate spreadsheet

Cover Page

- ☒ Cover page

Overview

- ☒ Large negotiation
- ☐ Two stage RFQ
- ☒ General introduction
- ☒ Terms instructions
- ☐ Staggered closing
- ☐ Autoextend

Negotiation Style Controls

6. Export Search Results to Excel in Supplier Portal

Suppliers can now export their negotiation search results and response data to the Microsoft Excel Spreadsheet Software from Supplier Portal.

- Export **Active Negotiations** to Excel

ActiveNegotiations.xls												
File Home Insert Page Layout Formulas Data Review View Automate Help BI Publisher Oracle ADF												
A1579												
	A	B	C	D	E	F	G	H	I	J	K	L
	Negotiation	Title	Negotiation Type	Buyer	Supplier	Supplier Site	Time Remaining	Close Date	All Responses	Your Responses	Will Participate	Unread Messages
1	39907	Computer Supplies	RFQ	Norden, Loraine	PennyPack Systems		3 Days 19 Hours	2-9-24 6:36 AM	Blind		1. Yes	0
3	39907	Telecommunications Upgrade	RFQ	Dapolito, Cody	Big Computers		5 Days 19 Hours	2-11-24 12:00 PM	Blind		1. Yes	1
4	39906	Network Equipment	RFQ	Dapolito, Cody	Big Computers		6 Days 19 Hours	2-12-24 12:00 PM	Blind		1. Yes	0
5	39906	Network Equipment	RFQ	Dapolito, Cody	PennyPack Systems		5 Days 19 Hours	2-11-24 12:00 PM	Blind		1. Yes	0
6	39905	Telecommunications Upgrade	RFQ	Dapolito, Cody	Big Computers		8 Days 19 Hours	2-14-24 12:00 PM	Blind		1. Yes	0
7	39905	Telecommunications Upgrade	RFQ	Dapolito, Cody	PennyPack Systems		9 Days 19 Hours	2-15-24 12:00 PM	Blind		1. Yes	0
8	39819	Network Equipment	Auction	Furey,Clare	PennyPack Systems		1 Day 2 Hours	2-7-24 9:00 PM			1. Yes	0
9	39819	Server Maintenance	Auction	Furey,Clare	Big Computers		23 Hours 30 Minutes	2-6-24 12:00 PM			1. Yes	0
10	39814	Server Maintenance	Auction	Furey,Clare	PennyPack Systems	FRESNO	23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
11	39814	Computer Supplies	Auction	Furey,Clare	Big Computers		1 Day 1 Hour	2-7-24 8:00 PM			1. Yes	1
12	39800	Computer Supplies	Auction	Furey,Clare	PennyPack Systems		58 Minutes	2-5-24 12:00 PM			1. Yes	0
13	39800	Computer Supplies	Auction	Furey,Clare	Big Computers	New Jersey	23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
14	39799	Computer Supplies	Auction	Furey,Clare	Big Computers		1 Day 2 Hours	2-7-24 9:00 PM			1. Yes	0
15	39799	Broadband Internet	Auction	Furey,Clare	PennyPack Systems		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
16	39798	Audio Equipment	Auction	Furey,Clare	PennyPack Systems		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
17	39798	Audio Equipment	Auction	Furey,Clare	Big Computers		1 Days 2 Hours	2-7-24 9:00 PM			1. Yes	0
18	39765	Satellite Communication Equipment	Auction	Furey,Clare	PennyPack Systems		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
19	39765	Laptops and Netbooks	Auction	Furey,Clare	Big Computers		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
20	39741	Broadband Internet	Auction	Furey,Clare	PennyPack Systems		1 Days 2 Hours	2-7-24 9:00 PM			1. Yes	2
21	39741	Broadband Internet	Auction	Furey,Clare	Big Computers		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
22	39740	Laptops and Netbooks	Auction	Furey,Clare	PennyPack Systems		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
23	39740	Audio Equipment	Auction	Furey,Clare	Big Computers	Texas	1 Days 2 Hours	2-7-24 9:00 PM			1. Yes	0
24	39735	Broadband Internet	Auction	Furey,Clare	PennyPack Systems		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	1
25	39735	Computer Hardware and Peripheral Equipment	Auction	Furey,Clare	Big Computers		23 Hours 15 Minutes	2-6-24 11:45 AM			1. Yes	0
26	39714	Satellite Communication Equipment	Auction	Furey,Clare	Big Computers		1 Days 2 Hours	2-7-24 9:00 PM			1. Yes	0
27	39714	Broadband Internet	Auction	Furey,Clare	PennyPack Systems		58 Minutes	2-5-24 12:00 PM			1. Yes	0

- Export **Negotiation Responses** to Excel

NegotiationResponses.xls											
File Home Insert Page Layout Formulas Data Review View Automate Help BI Publisher Oracle ADF											
A10											
	A	B	C	D	E	F	G	H	I	J	K
1	Response	Response Status	Supplier Contact	Supplier	Supplier Site	Negotiation	Negotiation Title	Negotiation Type	Time Remaining	Unread Messages	Negotiation Close Date
2	139740	Active	Grayson, Daniel	PennyPack Systems		53327	Computer Supplies	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
3	139738	Active	Grayson, Daniel	PennyPack Systems		57108	Telecommunications Upgrade	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
4	131738	Active	Grayson, Daniel	PennyPack Systems		57109	Computer Supplies	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM
5	111731	Active	Grayson, Daniel	PennyPack Systems		57110	Satellite Communication Equipment	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
6	105731	Active	Grayson, Daniel	PennyPack Systems		57111	Server Maintenance	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
7	83734	Active	Grayson, Daniel	PennyPack Systems		57112	Computer Supplies	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM
8	82011	Active	Grayson, Daniel	PennyPack Systems		57113	Network Equipment	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
9	78833	Active	Grayson, Daniel	PennyPack Systems		57114	Satellite Communication Equipment	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
10	74729	Active	Grayson, Daniel	PennyPack Systems		57115	Telecommunications Upgrade	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM
11	72712	Active	Grayson, Daniel	PennyPack Systems		57116	Server Maintenance	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
12	72700	Active	Grayson, Daniel	PennyPack Systems		57117	Office Supplies	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
13	71766	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems		56936	Security and Surveillance Software	Auction	1 Days 13 Hours	0	1-12-24 5:00 AM
14	71765	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems	San Jose	56935	Bridge Engineering	Auction	4 Days 13 Hours	0	1-12-24 5:00 AM
15	71764	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems	Texas	56934	Computer Supplies	Auction	1 Days 11 Hours	0	1-9-24 3:00 AM
16	71763	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems	FRESNO	56933	Satellite Communication Equipment	Auction	1 Days 13 Hours	0	1-12-24 5:00 AM
17	71762	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems	FRESNO	56932	Server Maintenance	Auction	4 Days 13 Hours	0	1-12-24 5:00 AM
18	71654	Active	Grayson, Daniel	PennyPack Systems		55999	Computer Hardware and Peripheral Equipment	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
19	71516	Active	Grayson, Daniel	PennyPack Systems		56000	Network Equipment	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM
20	69283	Draft Locked by Grayson, Daniel	Grayson, Daniel	PennyPack Systems		55324	Satellite Communication Equipment	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
21	69278	Active	Grayson, Daniel	PennyPack Systems		55559	Computer Supplies	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
22	68230	Active	Grayson, Daniel	PennyPack Systems		55330	Telecommunications Upgrade	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM
23	68229	Active	Grayson, Daniel	PennyPack Systems		55329	Computer Supplies	RFQ	4 Days 13 Hours	0	1-12-24 5:00 AM
24	68224	Active	Grayson, Daniel	PennyPack Systems		55324	Satellite Communication Equipment	RFQ	1 Days 11 Hours	0	1-9-24 3:00 AM
25	68228	Active	Grayson, Daniel	PennyPack Systems		55328	Server Maintenance	RFQ	1 Days 13 Hours	0	1-12-24 5:00 AM

How to enable this feature?

You don't need to do anything to enable this feature. Users with relevant role can access this feature.

7. Export Online Messages to Excel

You can now export all online messages in a negotiation into Microsoft Excel to review them offline, or add as an attachment when submitting the negotiation or award for approval.

The screenshot displays the 'Online Messages (Reverse Auction)' interface. At the top, there's a header bar with the title 'Online Messages (Reverse Auction)' and buttons for 'Printable Page' and 'Done'. Below the header, a status bar indicates 'Status: Completed, purchasing document created (Unlocked)' and 'Close Date: 02-Oct-2024 17:00'. The main section is titled 'Messages' and contains a table with columns: Subject, Status, From, From Company, To, and Date. A message with subject 'stock' is highlighted. Below the table, the 'stock: Details' section shows the message content, including the sender 'BY Telecom MMC' and the date '09-Oct-2024 11:04'. The message body starts with 'Salam,' and mentions 'Award auctiondan teessuf ki iphone 14 256gb artiq bitib'.

Subject	Status	From	From Company	To	Date
stock	Read	Cahangirov, Ramir	BY Telecom MMC		09-Oct-2024 11:04

stock: Details

From: BY Telecom MMC
To: [Redacted]
Date: 09-Oct-2024 11:04
Attachments: None

Salam,
Award auctiondan teessuf ki iphone 14 256gb artiq bitib

	A	B	C	D	E	F	G	H
	Subject	Status	From	From Company	To	Date	Message	Attachments
1	Scoring Criteria							
2	Scoring Criteria	Read	Furey,Clare	Vision Corporation Enterprise	All members	08-Jan-2024 9:30 AM	Evaluate supplier responses considering this criteria: 1. Experience and number of years the Supplier has been in the business of providing the required types of products/services. 2. Financial stability of the Supplier's organization 3. Demonstrated understanding of the goals and objectives of the project and a logical plan for providing the products/services within the required time frames 4. Agreement to standard contract terms 5. Competitive pricing 6. References from the Supplier's clients	No
3	Resolve Internal Queries							
4	Resolve Internal Queries	Read	Furey,Clare	Vision Corporation Enterprise	Dapolito,Cody	08-Jan-2024 9:29 AM	Hi Cody, Please clarify any questions on the requirements that members have during scoring the supplier responses. Thanks, Clare Furey	No
5	Clarification on pricing of line items							
6	Re: Clarification on pricing of line items	Unread	Grayson, Daniel	PennyPack Systems	Vision Corporation Enterprise	08-Jan-2024 8:58 AM	Dear Vision Corporation Enterprise, Thank you for being a valued customer. We constantly look for new ways to improve our customer value and satisfaction. This includes periodically reviewing our price lists. Attaching our revised prices for all the items in our inventory. Thanks, PennyPack Systems On 1/8/24 8:55 AM UTC, Vision Corporation Enterprise wrote Hi, We are looking upgrading our space and are looking at mid-range pricing for all our items. Also, provide us your alternate items along with pricing details. Request you to go through the attached BID requirements before sending in any quotes. Thanks, Vision Corporation Enterprise	Yes
7	Clarification on pricing of line items	Read	Furey,Clare	Vision Corporation Enterprise	All participants	08-Jan-2024 8:55 AM	Hi, We are looking upgrading our space and are looking at mid-range pricing for all our items. Also, provide us your alternate items along with pricing details. Request you to go through the attached BID requirements before sending in any quotes. Thanks, Vision Corporation Enterprise	Yes
8								
9								

How to enable this feature?

You don't need to do anything to enable this feature. Users with relevant role can access this feature.

8. Default Team Member Scores from Previous Round

When a new round is created, all team member scores from the previous round are now copied over if the requirement remains unchanged. The scores are **editable** and can be updated in the current round if required.

Overview Manage Negotiations x RFQ: 35548 x Score Responses: RFQ 35548 x **Enter Scores: RFQ 35548** x

Enter Scores (RFQ 35548) Big Computers - 173863 Save Save and Close Cancel

Title: Microprocessors Procurement FY24 Supplier: Big Computers

Response: 173863 Supplier Site:

Scoring Attachments: None + Response Scoring Status (Commercial): Not Started

Internal Note:

Requirements

Actions ▼ View ▼ Format ▼ Freeze Detach Wrap

Requirement	Requirement Text	Evaluation Stage	Target Value	Response Value	Maximum Score	Score	Weight	Weighted Score	Internal Note
1. Technical Section		Technical							
1. ISO certification	Is your company ISO certified?			a. Yes	15	15.00	25.00	25.00	
2. Root Cause Analysis (f	How do you implement the RCA/CAPA?			a. Correction and containment actions with full traceability provided within 24 hours. b. Root causes identified within 5 working days	25	24.00	25.00	24.00	
2. Business Section		Commercial							
1. Revenue	Estimate your revenue for the current fiscal year			\$4.5 Million	30	28.00	25.00	14.00	
2. Disclose Financial Stat	Are you willing to provide a copy of an audited financial statement under NDA?			a. Yes	20	25.00	25.00	25.00	
Total							100.00	88.00	

How to enable this feature?

You don't need to do anything to enable this feature. Users with relevant role can access this feature.