

Sourcing:-

Requisition → negotiation/RFQ → Responses → identify the best supplier/quote Analysis → awarding process → agreement → Purchase order

Price / quality/ iso certifications/colour/ dimensions/ own company/ how long they are selling the good

2000

Sup1 1960

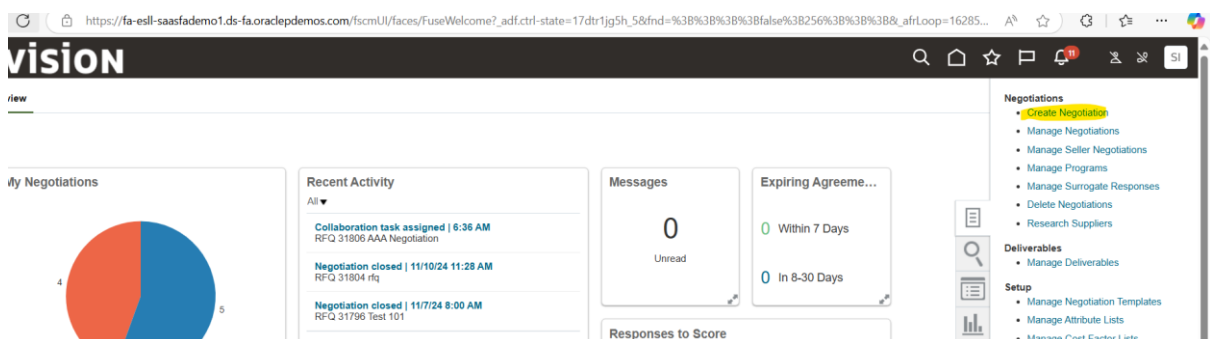
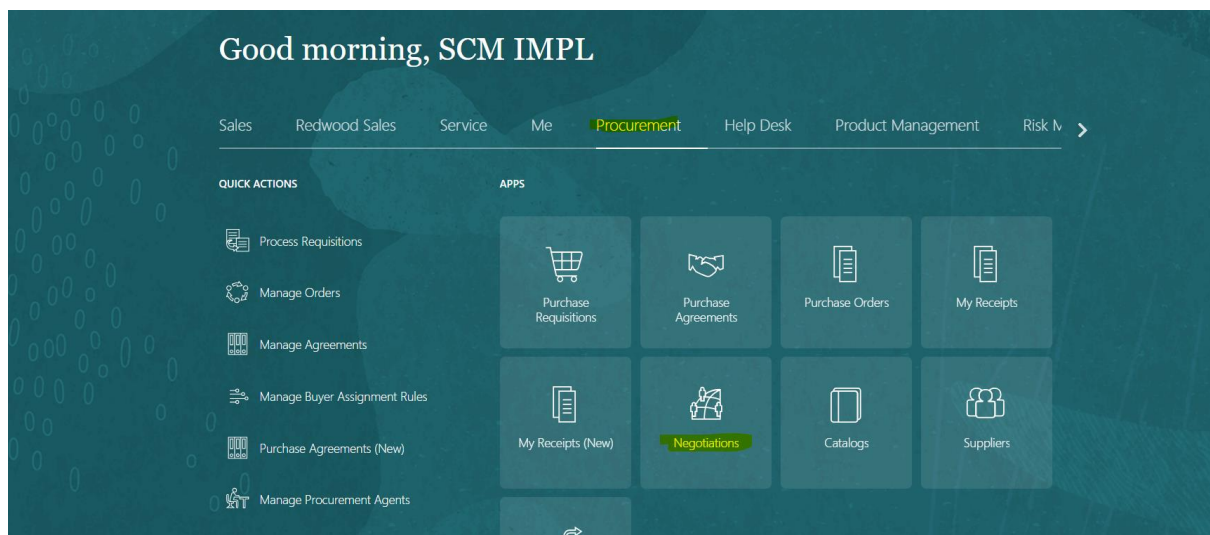
Sup2 1950

Sup3 1970

RFQ → Invite Suppliers → Responses/Quotes → Quote Analysis --> Identified best quotation → Purchase order/ agreement

Negotiation Types/ RFQ /RFI/RFP/Auction

Role Required: **Category Manager Role**



Negotiation type: Standard Negotiation Types:

RFQ → requesting for quotation/ there is outcome like agreements etc

contracts ← -tender govt

contracts → govt open time/ 20/dec closed time /25 dec award date/ 27
winner

Suppliers ← Buyer (RFQ)

Suppliers(responses/ for the quotation) → buyer (start time/ close time/ award date

Auction → we are not providing any time

The screenshot shows a 'Create Negotiation' dialog box with the following fields:

- * Procurement BU:** US1 Business Unit
- Negotiation Type:** RFQ
- Negotiation Style:** Composite Scoring RFQ
- * Negotiation Template:** (Empty)
- * Outcome:** Blanket Purchase Agreement
- * Negotiation Currency:** USD

Buttons: **Create** and **Cancel**

RFI → Requesting for information /there is no outcome/ like agreement etc

Create Negotiation

* Procurement BU: US1 Business Unit

Negotiation Type: RFI

Negotiation Style: Internal Cost Factors Simple

* Negotiation Template:

* Negotiation Currency: USD

Create Cancel

RFP → Request for Proposal

Auction → In RFQ we will give some time for the supplier, where as in auction we will invite all the supplier, inform the bid price do the auction process. Supplier has to come to our premises involve in the auction process.

Create Negotiation

* Procurement BU: US1 Business Unit

Negotiation Type: RFQ

Negotiation Style: Auction, Demande de devis, RFI, RFP, RFQ

* Negotiation Template:

* Outcome:

* Negotiation Currency: RFQ

Create Cancel

Negotiation Style:- it is one type of item template, every time no need to select the attributes, simply we can select the negotiation style template.

The screenshot shows the 'Create Negotiation' dialog box in the Oracle Fusion SCM interface. The dialog is open, displaying the following fields and options:

- Procurement BU:** * Procurement BU
- Negotiation Type:** Standard Negotiation with AI Assist
- Negotiation Style:** Composite Scoring RFQ
- Negotiation Template:** *
- Outcome:** * Blanket Purchase Agreement
- Negotiation Currency:** * USD

The background dashboard includes sections for 'Recent Activity' (listing RFQs and negotiation status) and 'My Performance' (showing a calendar year to date). A dropdown menu is also visible, listing various categories such as Equipment - Clinical, Equipment - Non-Clinical, Internal Cost Factors Simple, Large Negotiations, Lifescience, MBP Simple RFQ, MBP Standard, Materials, Equipment, and Supplies, Public Works Contracts (Construction), Services - Clinical, Services - Construction, Services - Consulting, Services - General, and Services - IT.

Negotiation Template:- Using Negotiation template we can able to complete the negotiation process quickly.

Create Negotiation

* Procurement BU: US1 Business Unit

Negotiation Type: RFQ

Negotiation Style: Composite Scoring RFQ

* Negotiation Template: [Dropdown Menu]

* Outcome: [Dropdown Menu]

* Negotiation Currency: [Dropdown Menu]

Search...

My Performance
Calendar Year to Date

-\$4K
Negotiated Savings

\$34K
Award Amount

Creating the Negotiation:-

Create Negotiation

* Procurement BU: US1 Business Unit

Negotiation Type: RFQ

Negotiation Style: Composite Scoring RFQ

* Negotiation Template: Computer Components

Outcome: Blanket Purchase Agreement

* Negotiation Currency: USD

Create **Cancel**

My Performance
Calendar Year to Date

-\$4K
Negotiated Savings

\$34K
Award Amount

Click on Create Button

We Have to enter the

Title :

Introduction: summary about our RFQ

Enter schedules, preview date, open date, close date and award date.

Open , close and award dates.

Once the RFQ is approved, it is in open status, after wards we can see the preview date and opne date.

After Closed date only Buyer can see the response.

Response visibility: Blind/ sealed →

- ➔ **Blind** is only buyer can see the response
(if supplier submit the responses, only buyer can see the response)
- ➔ **Sealed**: - Buyer and supplier can see the response after negotiation is unlocked.(sealing the information)
- ➔ **Negotiation and Response Layouts**:-
They are the layouts looks like PDF

Overall Ranking Method | Response amount only

Response Layout | Response Layout

Requirements

Lines

☐ Enable team scoring

☒ Enable weights

☒ Display scoring criteria to suppliers

Default Maximum Score

Price Tiers | Price breaks

Rank Indicator | 1,2,3...

Ranking Method | Price only

Allow Alternate Lines | No

Response Rules ?

- ➔ **Requirements:-** we will ask the requirements like a question, each question has a score. Display score to the Supplier.
- ➔ **Ranking:** after receiving the response from the supplier for each system will give the ranking based on the best price

Response Rules ?

View | Format | Freeze | Detach | Wrap

Rule	Display to Suppliers
<input checked="" type="checkbox"/> Restrict to invited suppliers	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Allow suppliers to select lines on which to respond	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Display best price to suppliers	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Allow multiple responses	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Allow response revision	<input checked="" type="checkbox"/>

Terms:-

General | **Terms** | Collaboration Team | Project Tasks

Approval Amount

Instructions

Insert Variables | Preview

Currency ?

Negotiation Currency | USD

Price Precision | 2

☒ Allow responses in other currencies

Response Currency Settings

Conversion Rate Type | Corporate

Conversion Date | 11/12/24

☐ Display rates to suppliers

Actions | View | Format | + | X | Freeze | Detach | Wrap

Response Currency	Description	Price Precision
GBP	Pound Sterling	2
INR	Indian Rupee	2

Collaboration Team:-

General | Terms | **Collaboration Team** | Project Tasks

Approval Amount

Actions | View | Format | + | X | Freeze | Detach | Wrap | **Send Notification** ?

Team Member	Job	Access	Price Visibility	Task	Target Date	Last Notified
<input type="text" value="student_scm01"/>		<input type="text" value="View only"/>	<input checked="" type="checkbox"/>	Please follow-up with supplier to submit the responses on time	<input type="text" value="m/d/yy"/>	
Gee, May	Buyer	Full	<input checked="" type="checkbox"/>	Research Suppliers		
IMPL, SCM		Full	<input checked="" type="checkbox"/>			
Irving, Tiffany	Buyer	Full	<input checked="" type="checkbox"/>	Review Negotiation		

Rows Selected 1

Add the user to the collaboration team, Click on **send -notification**, it will send the notification to that user about his task.

Any emp[loyee person ,we can add here.

Project Tasks:- if you have any project code we can add here.

Click on Next,

Requirements: -

Here we are adding the questions:

The screenshot displays the 'Requirements' tool interface. At the top, there is a list of predefined questions: Experience and number of years the Supplier has been in the business of providing the required types of products/services, Financial stability of the Supplier's organization, Responsiveness to the requirements of the project as set forth in the Auction, Demonstrated understanding of the goals and objectives of the project and a logical plan for providing product/services within the required time frames, Agreement to Vision Operations standard contract terms, and Competitive Pricing. Below this, the 'Requirements' section shows a table with columns: Requirement, Requirement Text, Target, Weight, Maximum Score, and Branching. The table lists several requirements, including '1. Company', '1. When was the company four', '2. Did any fortune 500 company', '3. What is your Delivery record', '4. Company Website', '2. Technical', '1. What Certifications does you', '2. Number of Technical Support', 'I-1. Internal', 'I-1. How would you evaluate thi', and 'I-2. Has the supplier company l'. The 'Total' row shows a Weight of 100.00 and a Maximum Score of 5. The interface also includes a 'Preview Requirement Questionnaire' button and a 'Columns Hidden 12' indicator.

* Requirement	Requirement Text	Target	Weight	Maximum Score	Branching
1. Company					
1. When was the company four	When was the company founded				
2. Did any fortune 500 company	Did any fortune 500 companies acquire your service before?				
3. What is your Delivery record	What is your Delivery record?		25.00	5	
4. Company Website	Company Website				
2. Technical					
1. What Certifications does you	What Certifications does your company have		25.00	5	
2. Number of Technical Support	Number of Technical Support Personnel				
I-1. Internal					
I-1. How would you evaluate thi	How would you evaluate this Company's past performance?		25.00	5	
I-2. Has the supplier company l	Has the supplier company been recommended by other customers?		25.00	5	
Total			100.00		

Add sections:-

The screenshot shows the 'Requirements: Add Requirement (RFQ 31807)' dialog box. It has a title bar with 'Save', 'Save and Close', and 'Cancel' buttons. The 'Section details' section is visible, showing a 'Requirement' field and a 'Requirement Text' field. The 'Requirement Text' field is currently empty and has a text area below it. The 'Hint' field is also empty. The dialog box is titled 'Requirements: Add Requirement (RFQ 31807)' and shows 'Last Saved 11/12/24 11:54 AM'.

Hint

Properties

Level Value Type Scoring

Response Target

Requirement Type ☐ Display target

Attachments from Suppliers ☐ Allow comments from suppliers

Attachments

77°F ENG 16:25

Allow attachments from the supplier: - allowed

Requirement type: text only

Click on Next Lines

VISION

Overview Edit Negotiation: RFQ 31807 x

Overview Requirements **Lines** Contract Terms Suppliers Cover Page Review

Edit Negotiation (RFQ 31807): Lines

Currency = US Dollar

Last Saved 11/12/24 12:09 PM Time Zone Central European Time

Instructions

Messages Actions Back **Next** Save Publish Cancel

Lines:-

Lines

Actions View Format Freeze Detach Wrap

Line	* Line Type	Item	* Description	* Category Name	Estimated Quantity	* UOM	Estimated Total Amount	Current Price	Start Price	Allow Alternate Lines
1	Goods		X100 Base	Laptops	500	Ea		100.00	100.00	No
2	Goods		X100 Core Kit	Laptops	500	Ea		80.00	80.00	No
2.1	Goods		A100	Laptops	500	Ea		15.00	15.00	
2.2	Goods		B100	Laptops	500	Ea		25.00	25.00	
2.3	Goods		C100	Laptops	500	Ea		40.00	40.00	
3			X100 Components							
3.1	Goods		HD-400GB	Laptops	500	Ea		30.00	30.00	No
3.2	Goods		MEM-8GB	Laptops	500	Ea		20.00	20.00	No

We have to add the lines like that,

Current price and start price of the bid

Select line and click on edit if you want to add any additional charge

Lines

Actions View View Format Freeze Detach Wrap

Line	* Line Type	Item	* Description	* Category Name	Estimated Quantity	* UOM	Estimated Total Amount	Current Price	Start Price	Allow Alternate Lines
1	Goods		X100 Base	Laptops	500	Ea		100.00	100.00	No
2	Goods		X100 Core Kit	Laptops	500	Ea		80.00	80.00	No
2.1	Goods		A100	Laptops	500	Ea		15.00	15.00	

vision

Overview Edit Negotiation: RFQ 31807 x

Lines: Edit Line 1 (RFQ 31807)

Currency = US Dollar Last Saved 11/12/24 12:15 PM

* Line Type: Goods Estimated Quantity: 500 Minimum Release Amount:

Item: * UOM: Ea

* Description: X100 Base Current Price: 100.00

* Category Name: Laptops Start Price: 100.00

Allow Alternate Lines: No Target Price:

☐ Display target price

Cost Factors ?

Line Target Price:

☐ Display target

Actions View View Format + X Freeze Detach Wrap Add from List

* Cost Factor	Description	Pricing Basis	Target Value	Display Target
Freight	Freight per Unit	Per unit	0.00	<input type="checkbox"/>
Special Handling	Price for handling special packaging requirements as communicated to supplier in the Sourcing document.	Fixed amount		

Add Price breaks and attributes as per the specification and also if required.

Price Breaks ?

☒ Suppliers can modify price breaks Type: Cumulative

Actions View View Format + X Freeze Detach Wrap

Ship-to Organization	Location	Quantity	Target Price
o data to display			

Attributes ?

Actions View View Format + X Freeze Detach Wrap Add Group Add Predefined Group Add Attribute Add from List

* Attribute	Response	Value Type	Target
General			
What is daily production capacity of item?	Required	Number	
What is lead time (in days) from order to shipment?	Required	Number	
What is average % markup in price?	Optional	Number	

Columns Hidden 1

Save and close. Click on next

Overview Edit Negotiation: RFQ 31807 x

Overview Requirements Lines **Contract Terms** Suppliers Cover Page Review

Edit Negotiation (RFQ 31807): Contract Terms ? ★

Currency = US Dollar Last Saved 11/12/24 12:22 PM Time Zone Central European Time

Contract Terms

Create a base contract to add contract terms. **Create Contract**

Create Contract

* Contract Type: Buy Lines

* Contract Number: 466578

Contract Terms Template: Facilities Service Agreement

OK Cancel

Click on next

Suppliers :-

I am adding the suppliers to this list

The screenshot shows the Oracle Ariba Supplier Negotiation interface. At the top, there's a navigation bar with the 'vision' logo and various icons. Below it, a breadcrumb trail reads: Overview > Edit Negotiation: Auction 31797 > Suppliers. The main header area contains a progress bar with seven steps: Overview, Requirements, Lines, Contract Terms, Suppliers (highlighted), Cover Page, and Review. To the right of the progress bar are buttons for Messages, Actions, Back, Next, Save (with a dropdown arrow), Publish, and Cancel. Below the progress bar, the title 'Edit Negotiation (Auction 31797): Suppliers' is displayed with a star icon. Underneath the title, it says 'Currency - US Dollar'. On the far right, it indicates 'Last Saved 1/27/25 12:59 AM Time Zone Coordinated Universal Time'. The main section is titled 'Suppliers' and includes a 'Discover New Suppliers' button. Below this, there's a toolbar with options like Actions, View, Format, Freeze, Detach, Wrap, and a Search and Add button. The table below has columns for Supplier, Supplier Site, Supplier Contact, and Additional Email. Two rows are visible: one for 'Staples' with site 'US1' and contact 'Jhee, Abe', and another for 'Supplier_Test' with site 'Hyderabad' and contact 'Chekuri, Ravi'. At the bottom left, it says 'Rows Selected 1'.

Cover page:

Edit Negotiation (RFQ 31807): Cover Page ★

Currency = US Dollar

Last Saved 11/12/24 12:47 PM
Time Zone Central European Time

Title RFQ_Test

Synopsis

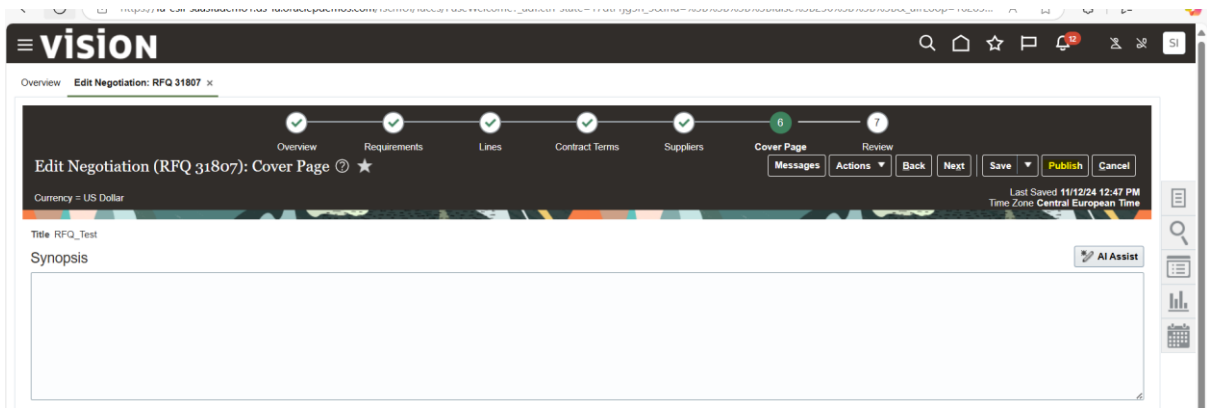
Cover Page

Purpose: Looking for components for the new X100 model at the highest quality and lowest price.

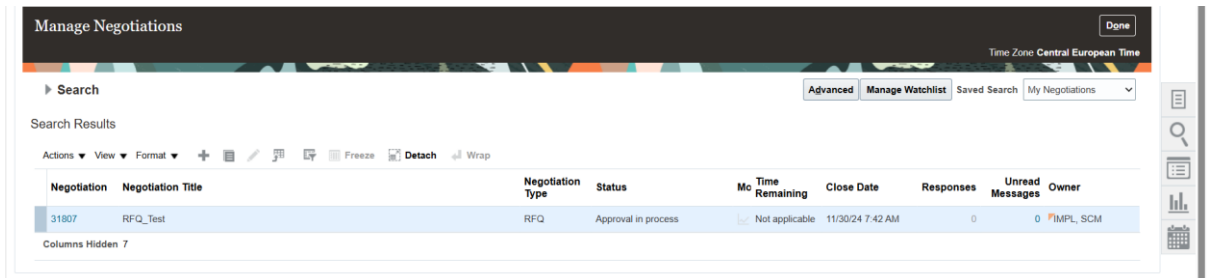
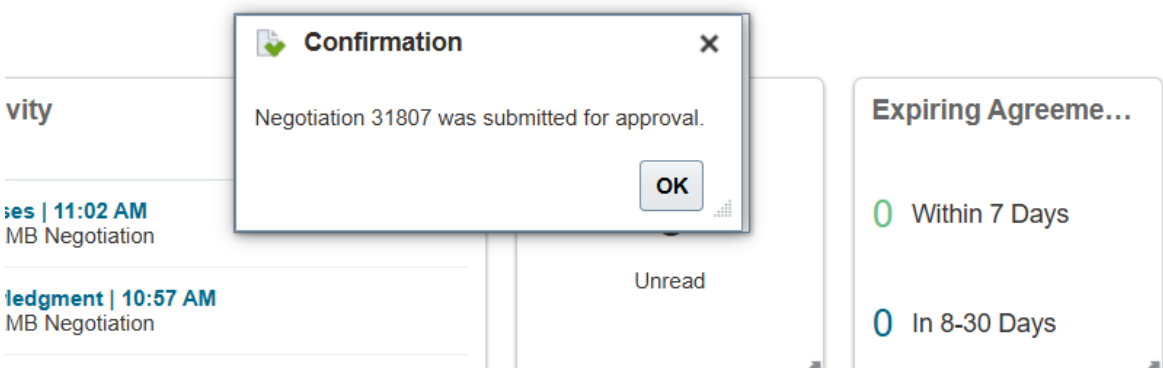
Vision, Inc. on behalf of itself and/or one or more of its affiliates (individually and collectively) has issued this **RFQ** to solicit informational responses from potential Suppliers to understand your product offerings. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer Vision, Inc..

Vision, Inc. reserves the right to:

- * Reject any response if it is conditional, incomplete, deviates from the specifications of this RFQ, or for any other reason in Vision, Inc.'s sole discretion.



Click on Publish



Enable negotiation approval in the list.

Disable approvals in Configure Procurement Business Function

