## Supplier Qualification management: -

P2P Cycle:

PR → RFQ → Response(quotations)→ quote analysis→ PO → Receipts → invoice → payment.

The supplier has to eligible before to participate in the RFQ

Supplier qualification includes defining the requirements that a supplier should meet, qualifying the supplier by performing the required verification and audits, and assessing and maintaining supplier qualifications. An enterprise user can set up supplier qualification questions, areas, and models

Above diagram explains the life cycle of supplier qualification, where buyer organization can define supplier qualification areas and models according to business needs.
Gathering required data through qualification questionaries and profile updates.

Qualify and assess suppliers in order to support various initiatives like supplier preferences programs, policy compliance and sourcing award decisions. Inform the right personnel when new information becomes known that might affect supplier qualification or capabilities.
Query on supplier qualifications and policy compliance.

SQM Admin(qualification manger),
Internal responder,
Evaluator
everybody needs all the roles

Roles:

IT security manger
Application implementation consultant
Supplier Qualification
Supplier sales representative
Supplier administrator
Procurement Application administrator
Procurement manager
Employee

All the supplier are eligible for sourcing(negotiation)activity, the purpose of this supplier qualification module is making the supplier enabled for sourcing activity.

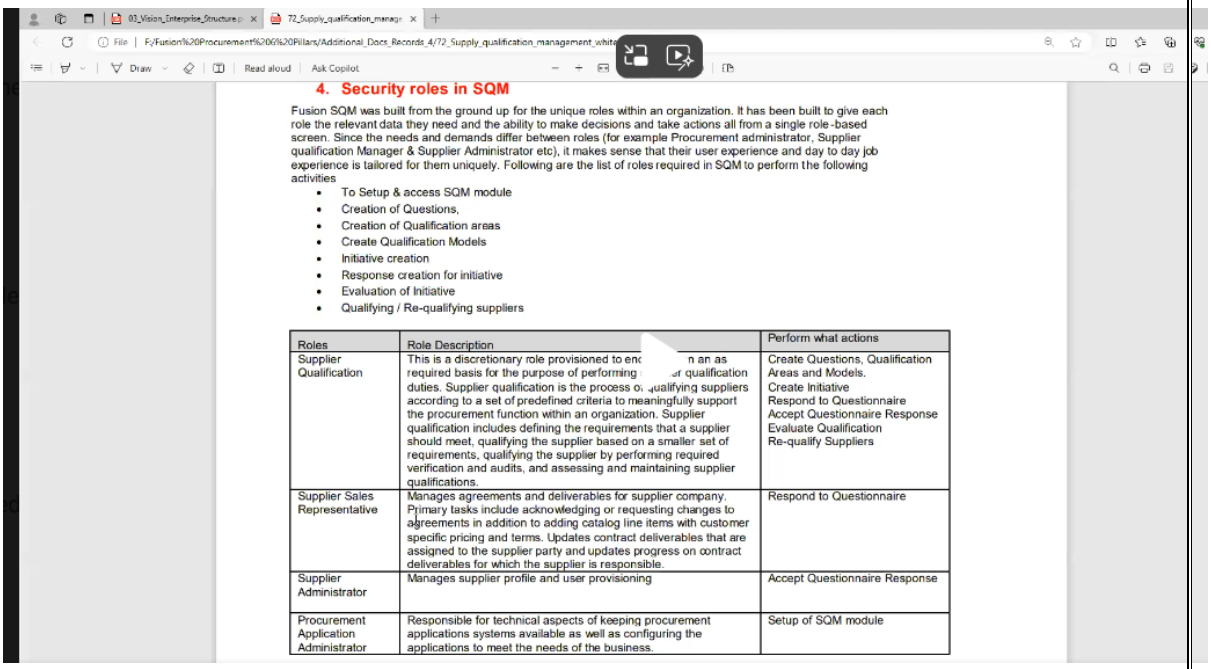
SQM can be used for both types of suppliers.

SQM will evaluate the suppliers.

Here we will create two users

1. SQM Admin
2. Internal responder

Initiative → started with 1000
Assessment → started with 2000



**4. Security roles in SQM**

Fusion SQM was built from the ground up for the unique roles within an organization. It has been built to give each role the relevant data they need and the ability to make decisions and take actions all from a single role-based screen. Since the needs and demands differ between roles (for example Procurement administrator, Supplier qualification Manager & Supplier Administrator etc), it makes sense that their user experience and day to day job experience is tailored for them uniquely. Following are the list of roles required in SQM to perform the following activities

- To Setup & access SQM module
- Creation of Questions,
- Creation of Qualification areas
- Create Qualification Models
- Initiative creation
- Response creation for initiative
- Evaluation of Initiative
- Qualifying / Re-qualifying suppliers

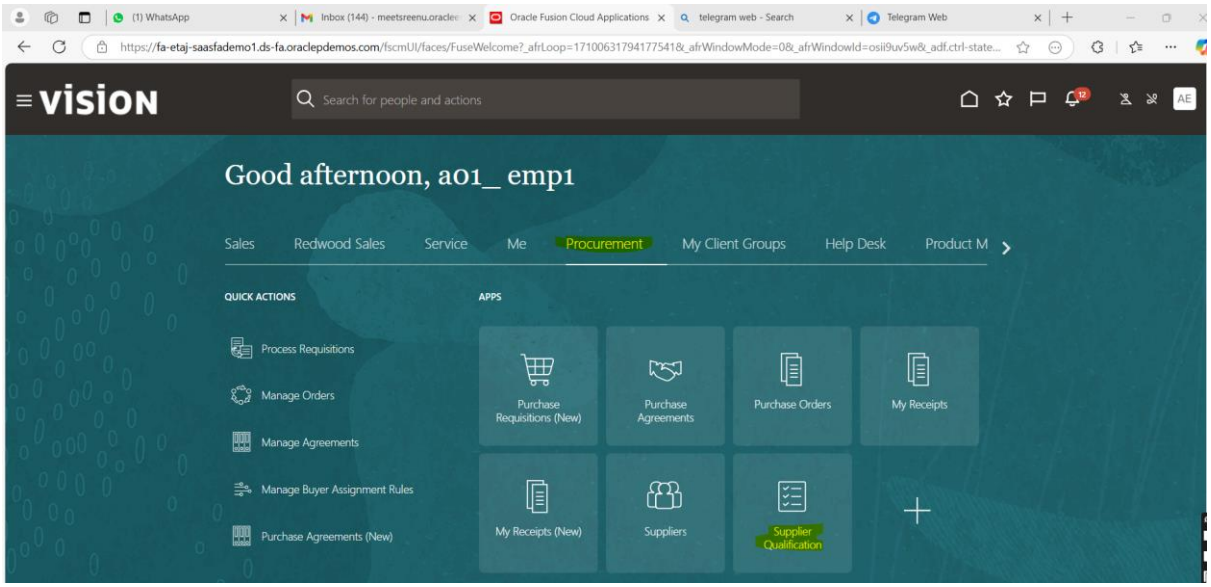
| Roles | Role Description | Perform what actions |
|---|---|---|
| Supplier Qualification | This is a discretionary role provisioned to enc n an as required basis for the purpose of performing r qualification duties. Supplier qualification is the process o qualifying suppliers according to a set of predefined criteria to meaningfully support the procurement function within an organization. Supplier qualification includes defining the requirements that a supplier should meet, qualifying the supplier based on a smaller set of requirements, qualifying the supplier by performing required verification and audits, and assessing and maintaining supplier qualifications. | Create Questions, Qualification Areas and Models.<br>Create Initiative<br>Respond to Questionnaire<br>Accept Questionnaire Response<br>Evaluate Qualification<br>Re-qualify Suppliers |
| Supplier Sales Representative | Manages agreements and deliverables for supplier company. Primary tasks include acknowledging or requesting changes to agreements in addition to adding catalog line items with customer specific pricing and terms. Updates contract deliverables that are assigned to the supplier party and updates progress on contract deliverables for which the supplier is responsible. | Respond to Questionnaire |
| Supplier Administrator | Manages supplier profile and user provisioning | Accept Questionnaire Response |
| Procurement Application Administrator | Responsible for technical aspects of keeping procurement applications systems available as well as configuring the applications to meet the needs of the business. | Setup of SQM module |

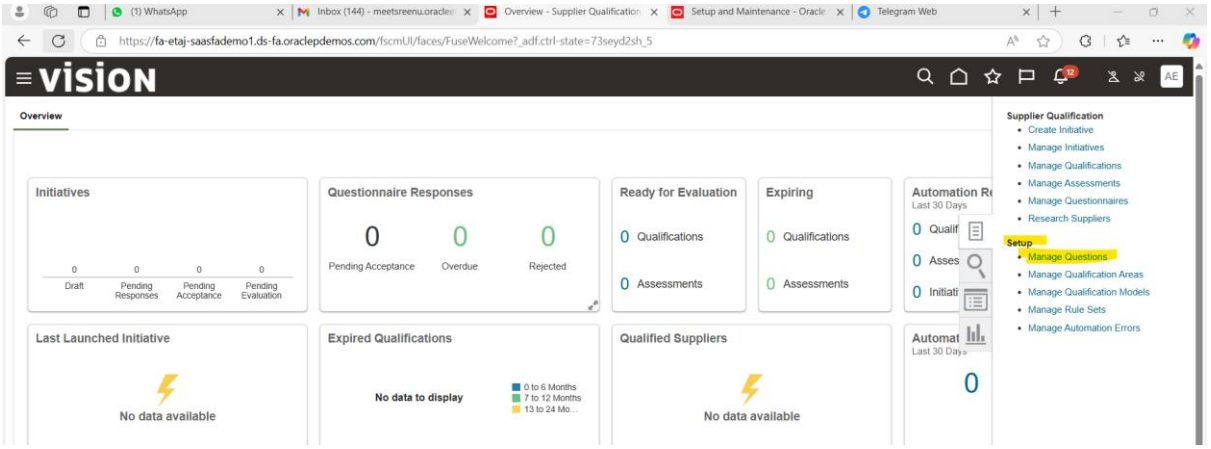
Supplier qualification management: -

<u>SQM Setups: -</u>

Login with SQM admin

a01_emp1 (already created in previous page)




1. Manage Questions:

   Search the questions.

   (i) Code of Conduct
   (ii) Compliance Review(internal responder)
   (iii) Disclose Fin Info?
   (iv) Public Company?
   (v) Employee Count
   (vi) CFY Revenue
   (vii) ISO 14001 Certification
   (viii) Forbes Sustainability List - Top 100?
   (ix) Office Recycling

SQM→ ASK QUESTIONS→ supplier→ responds to the questions→Internal evaluator evaluates the responses. Relevant supplier has to follow the rules.

Manage supplier questions:- we can able to see all the questions.

2. Qualification Area : -

We use a qualification area and its questions to **evaluate a particular aspect of a supplier**. You add one or more qualification areas to an initiative and use the questions in the qualification areas to create a questionnaire.

*Qualification Area:*

(i) Qualifier Area1: Environmental Sustainability

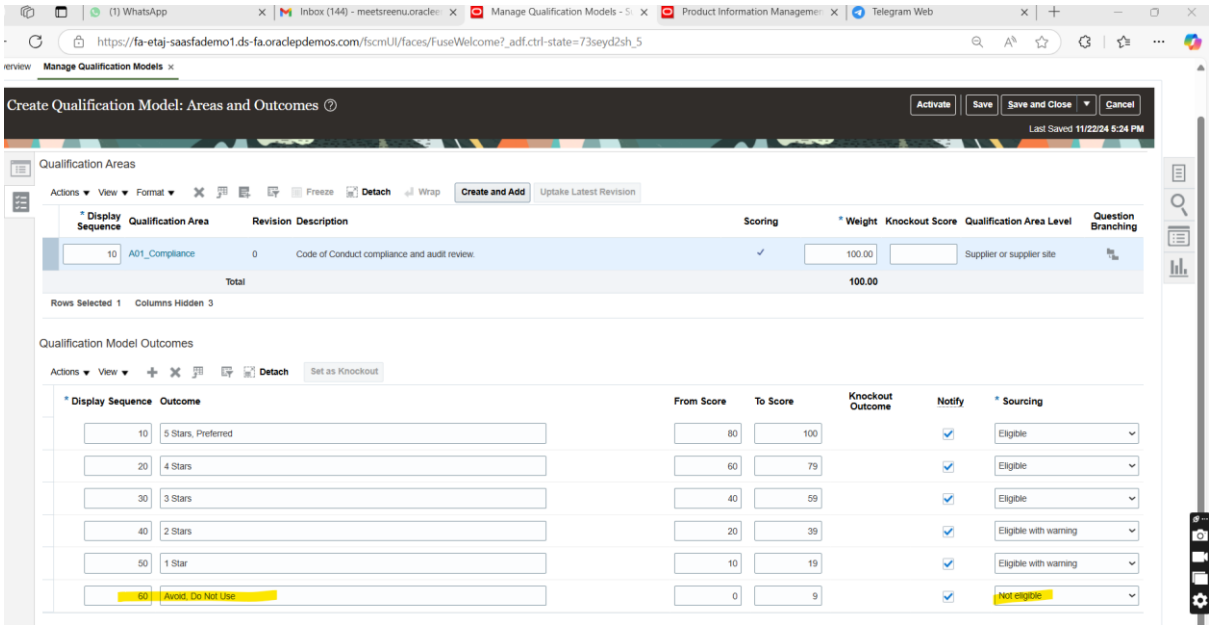
(ii) Qualifier Are2: Financial Viability

(iii) Qualifier Area 3: Compliance

3. Manage Qualification Models:-

**Qualification models** contain and organize **qualification areas**. You use **qualification models** when performing a **supplier** assessment. An assessment initiative contains a single **qualification model** which itself contains one or more **qualification** areas.

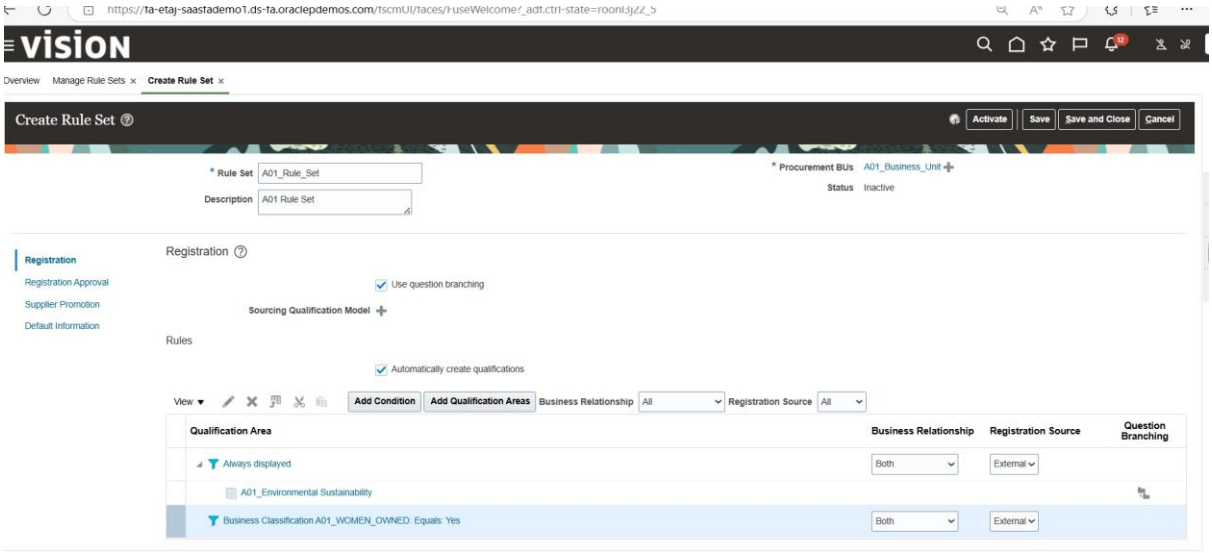
1. Compliance for Sourcing eligibility




If the outcome is: Avoid, it means the supplier is not eligible for any activity.

Save, activate and close it

4) Manage Rule sets




here we will add the qualification area and conditions.

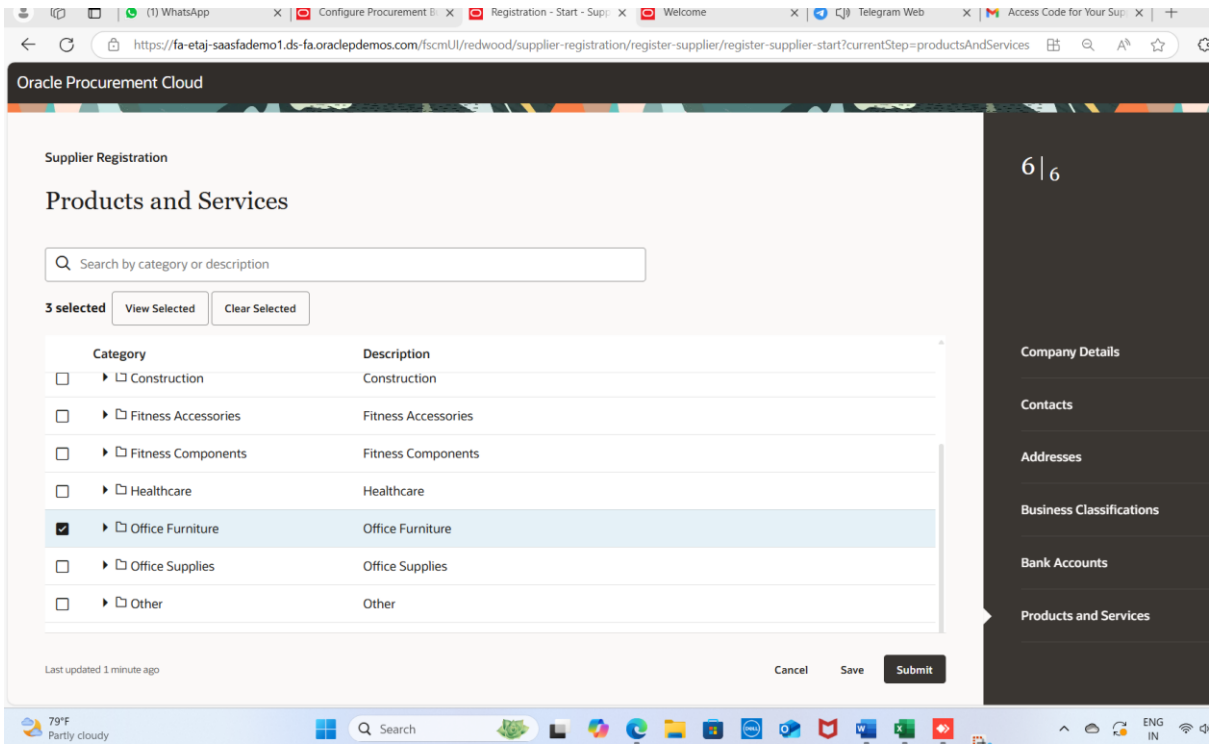
Four steps are done.

Now we will initiate the supplier on-boRrd process

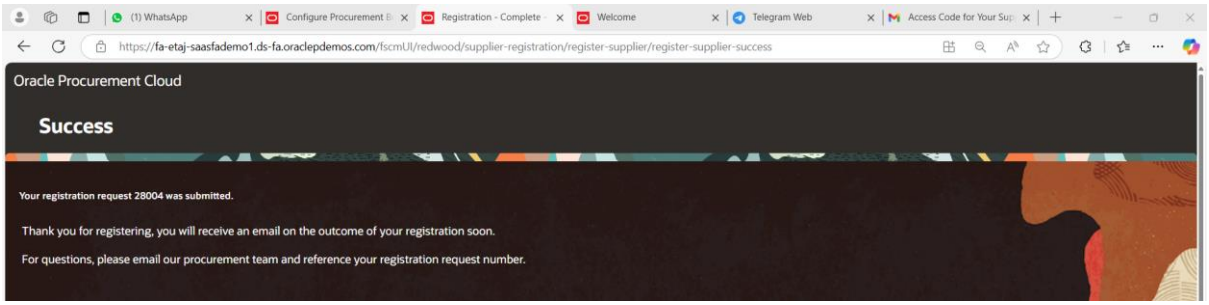
Copy the link from configure procurement business functions.

Spend authorized supplier registration: copy the link

[Registration - Verify Email - Supplier Registration]




Step 7: Questionaroies as well.

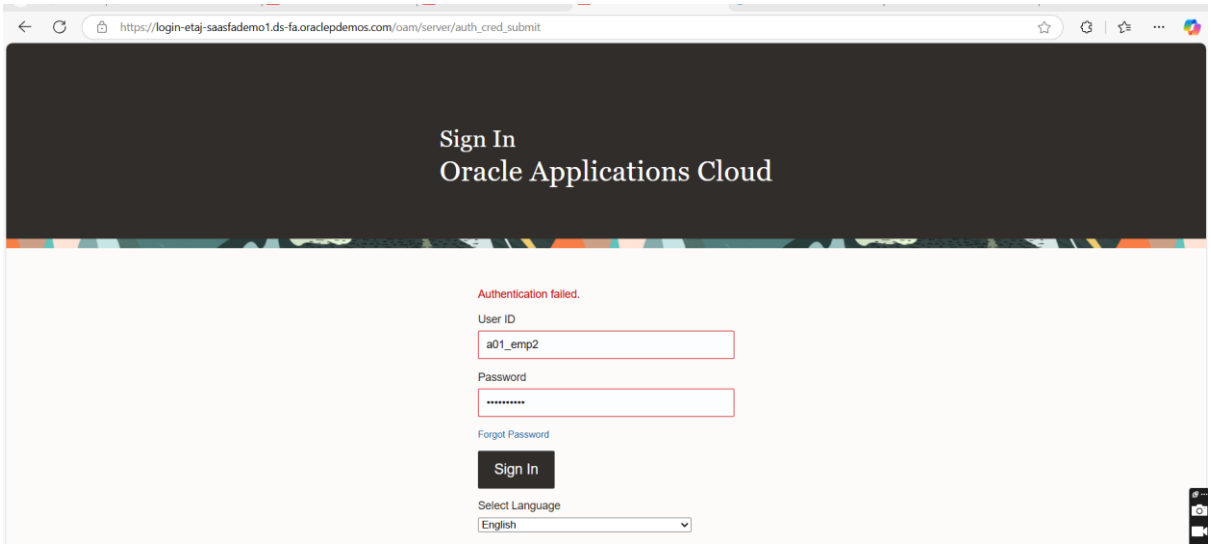


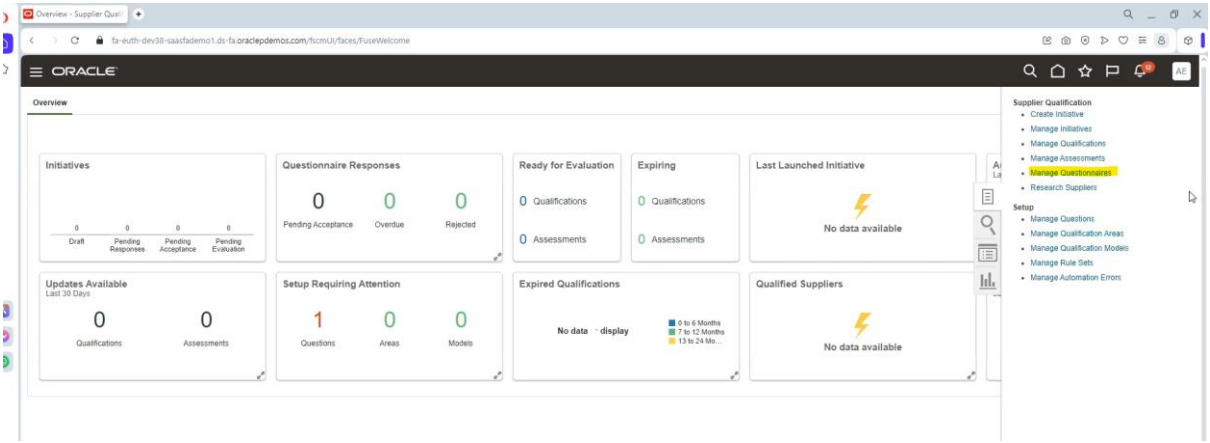

Submitted successfully

Supplier registartion process is completed

The internal responder has to respond now

Login with a01_emp2

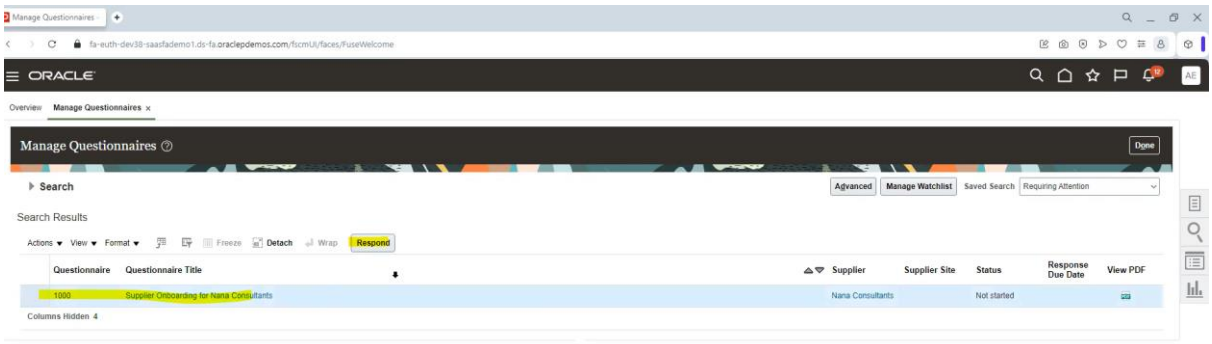


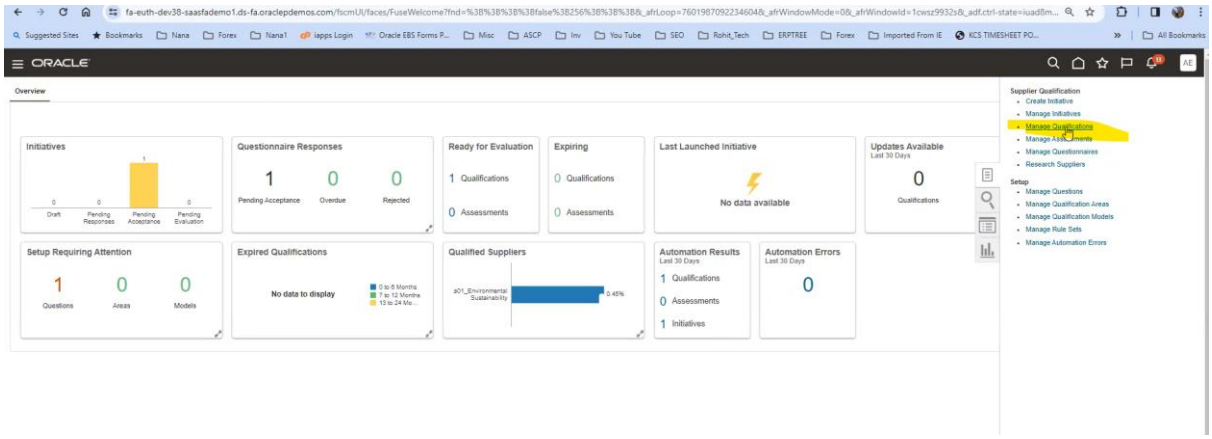




1. Manage questionaries:
   Responder can answer only in manage questionaries

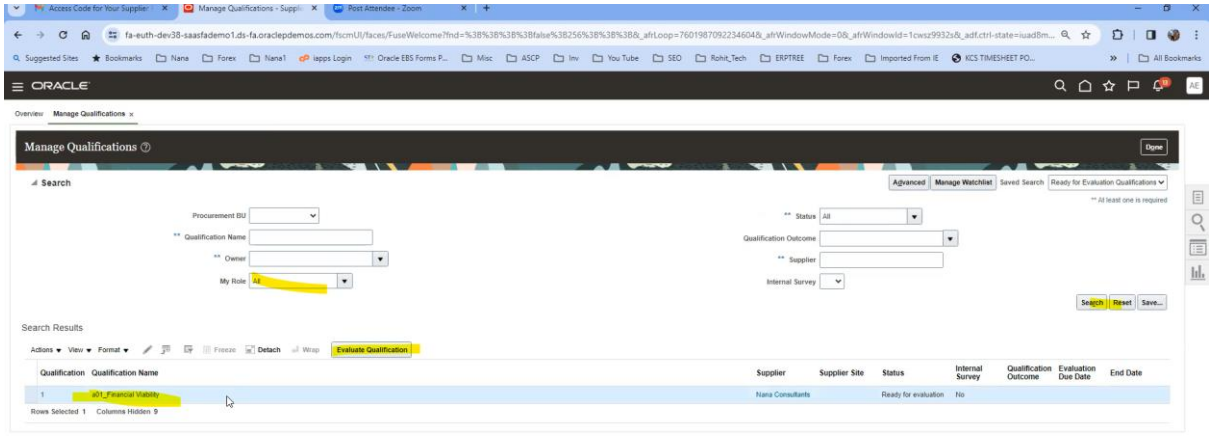
Once both are approved.

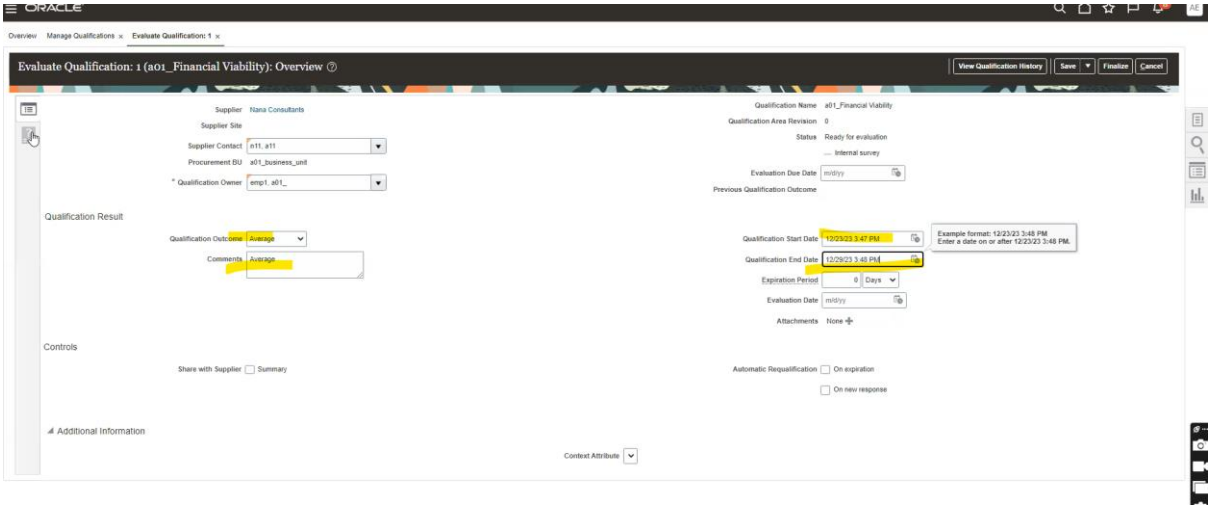
Registartion, spent authorized compelted then only we cana ble to see the questionaries




2. Manage qualifications:- Evaluate the Qualification.
   Goto manage qualification

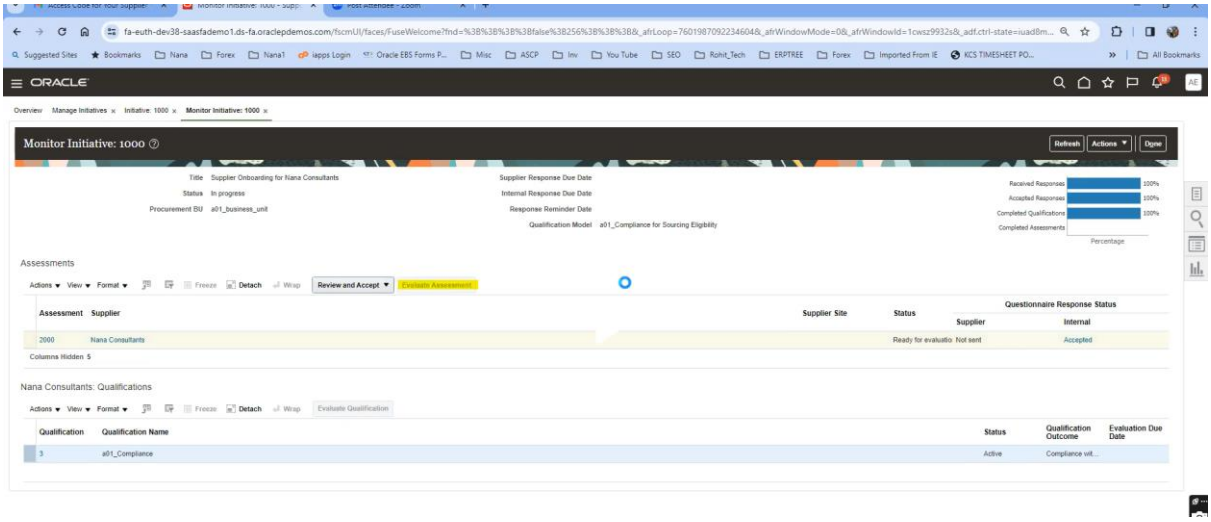





Enter the qualification outcome, qulaification strat and end date.
In questionaries also we can able to find the details. Click on Finalize.

3. Manage initiatives:-

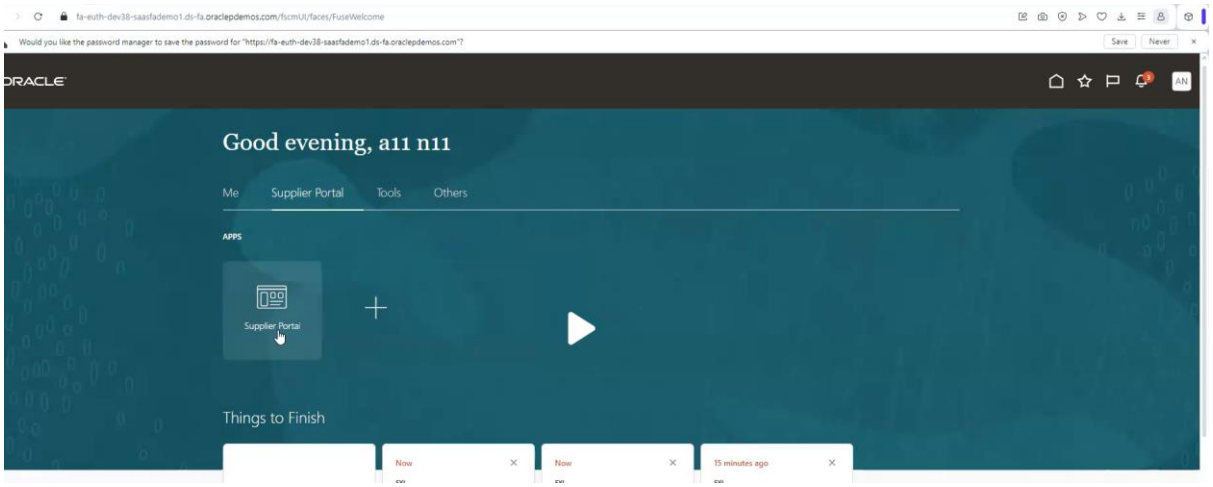
Click on the Evaluate assesment

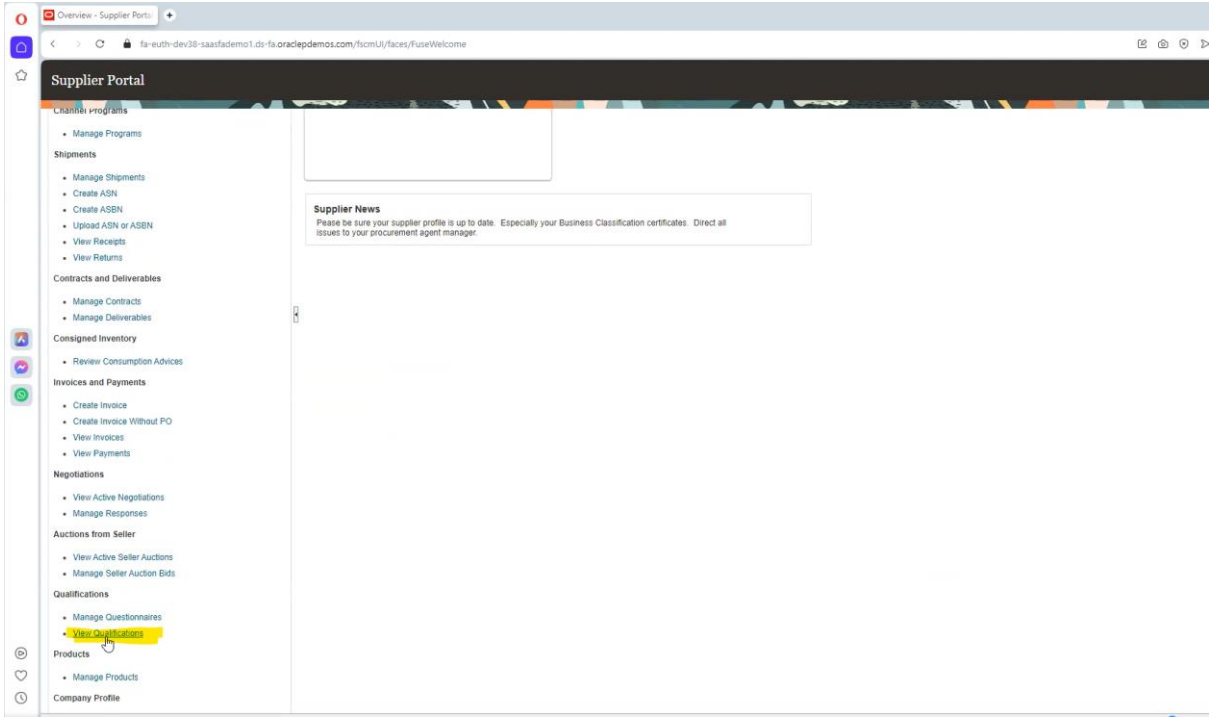


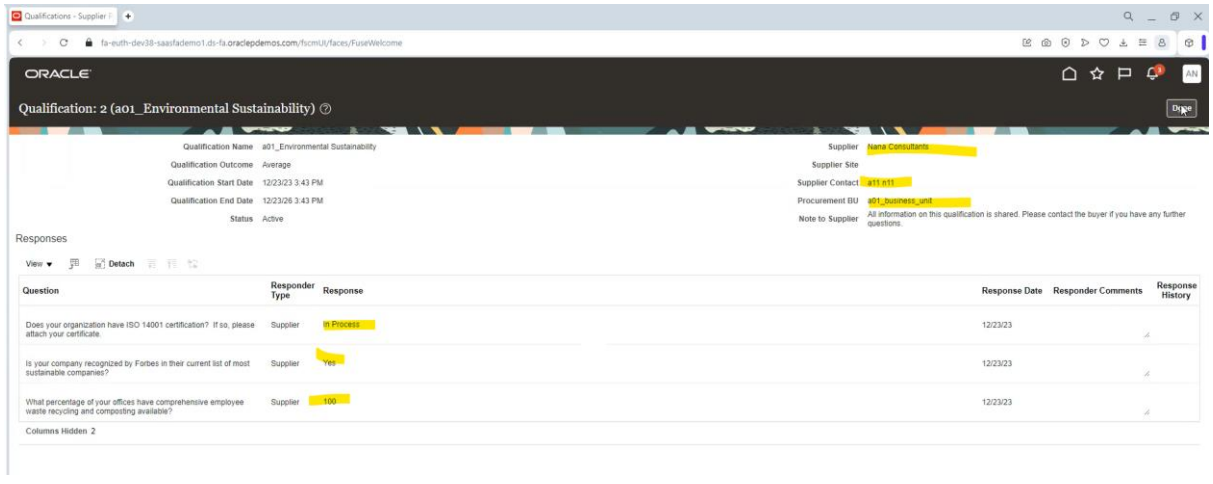

You are approved and finalized

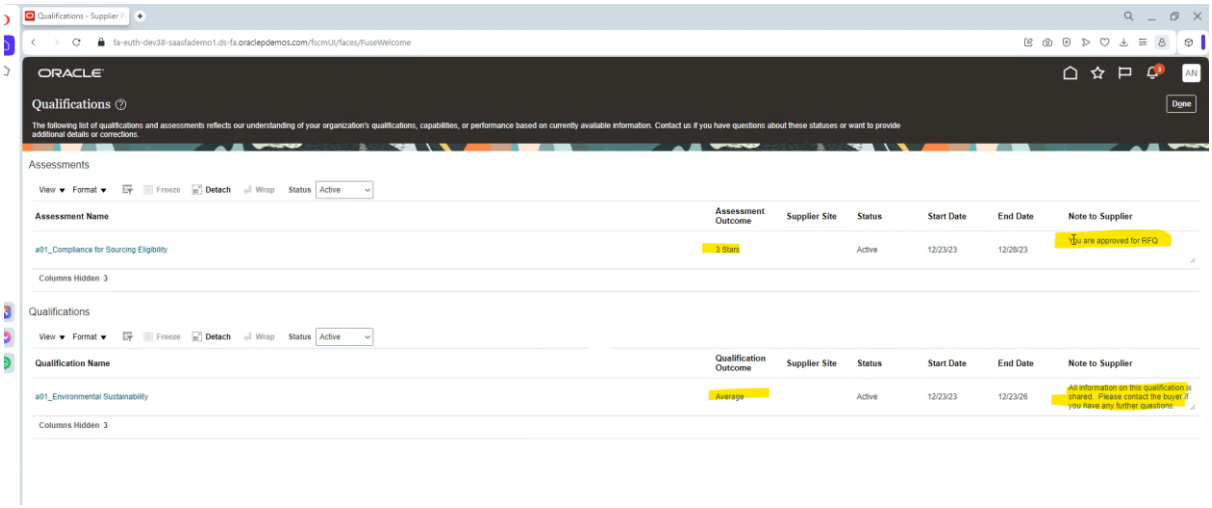
Login with supplier id:

You can able to see the supplier was approved in supplier portal


Would you like the password manager to save the password for "https://fa-euth-dev38-saasfademo1.ds-fa.oraclepdemos.com"?
Save
Never
ORACLE
Good evening, a11 n11
Me
Supplier Portal
Tools
Others
APPS
Supplier Portal
Things to Finish
Now
Now
15 minutes ago


Overview - Supplier Portal
fa-euth-dev38-saasfademo1.ds-fa.oraclepdemos.com/fscmUI/faces/FuseWelcome
Supplier Portal
Manage Programs
Shipments
Manage Shipments
Create ASN
Create ASBN
Upload ASN or ASBN
View Receipts
View Returns
Contracts and Deliverables
Manage Contracts
Manage Deliverables
Consigned Inventory
Review Consumption Advices
Invoices and Payments
Create Invoice
Create Invoice Without PO
View Invoices
View Payments
Negotiations
View Active Negotiations
Manage Responses
Auctions from Seller
View Active Seller Auctions
Manage Seller Auction Bids
Qualifications
Manage Questionnaires
View Qualifications
Products
Manage Products
Company Profile
Supplier News
Pease be sure your supplier profile is up to date. Especially your Business Classification certificates. Direct all issues to your procurement agent manager.


Qualifications - Supplier
fa-euth-dev38-saasfademo1.ds-fa.oraclepdemos.com/fscmUI/faces/FuseWelcome
ORACLE
Qualification: 2 (a01_Environmental Sustainability)
Done
Qualification Name a01_Environmental Sustainability
Qualification Outcome Average
Qualification Start Date 12/23/23 3:43 PM
Qualification End Date 12/23/26 3:43 PM
Status Active
Supplier Nana Consultants
Supplier Site
Supplier Contact a11 n11
Procurement BU a01_business_unit
Note to Supplier All information on this qualification is shared. Please contact the buyer if you have any further questions.
Responses
View
Detach
Question
Responder Type
Response
Response Date
Responder Comments
Response History
Does your organization have ISO 14001 certification? If so, please attach your certificate.
Supplier
In Process
12/23/23
Is your company recognized by Forbes in their current list of most sustainable companies?
Supplier
Yes
12/23/23
What percentage of your offices have comprehensive employee waste recycling and composting available?
Supplier
100
12/23/23
Columns Hidden 2


Qualifications - Supplier
fa-euth-dev38-saasfademo1.ds-fa.oraclepdemos.com/fscmUI/faces/FuseWelcome
ORACLE
Qualifications
Done
The following list of qualifications and assessments reflects our understanding of your organization's qualifications, capabilities, or performance based on currently available information. Contact us if you have questions about these statuses or want to provide additional details or corrections.
Assessments
View Format Freeze Detach Wrap Status Active
Assessment Name
Assessment Outcome
Supplier Site
Status
Start Date
End Date
Note to Supplier
a01_Compliance for Sourcing Eligibility
3 Stars
Active
12/23/23
12/28/23
You are approved for RFQ
Columns Hidden 3
Qualifications
View Format Freeze Detach Wrap Status Active
Qualification Name
Qualification Outcome
Supplier Site
Status
Start Date
End Date
Note to Supplier
a01_Environmental Sustainability
Average
Active
12/23/23
12/23/26
All information on this qualification is shared. Please contact the buyer if you have any further questions
Columns Hidden 3